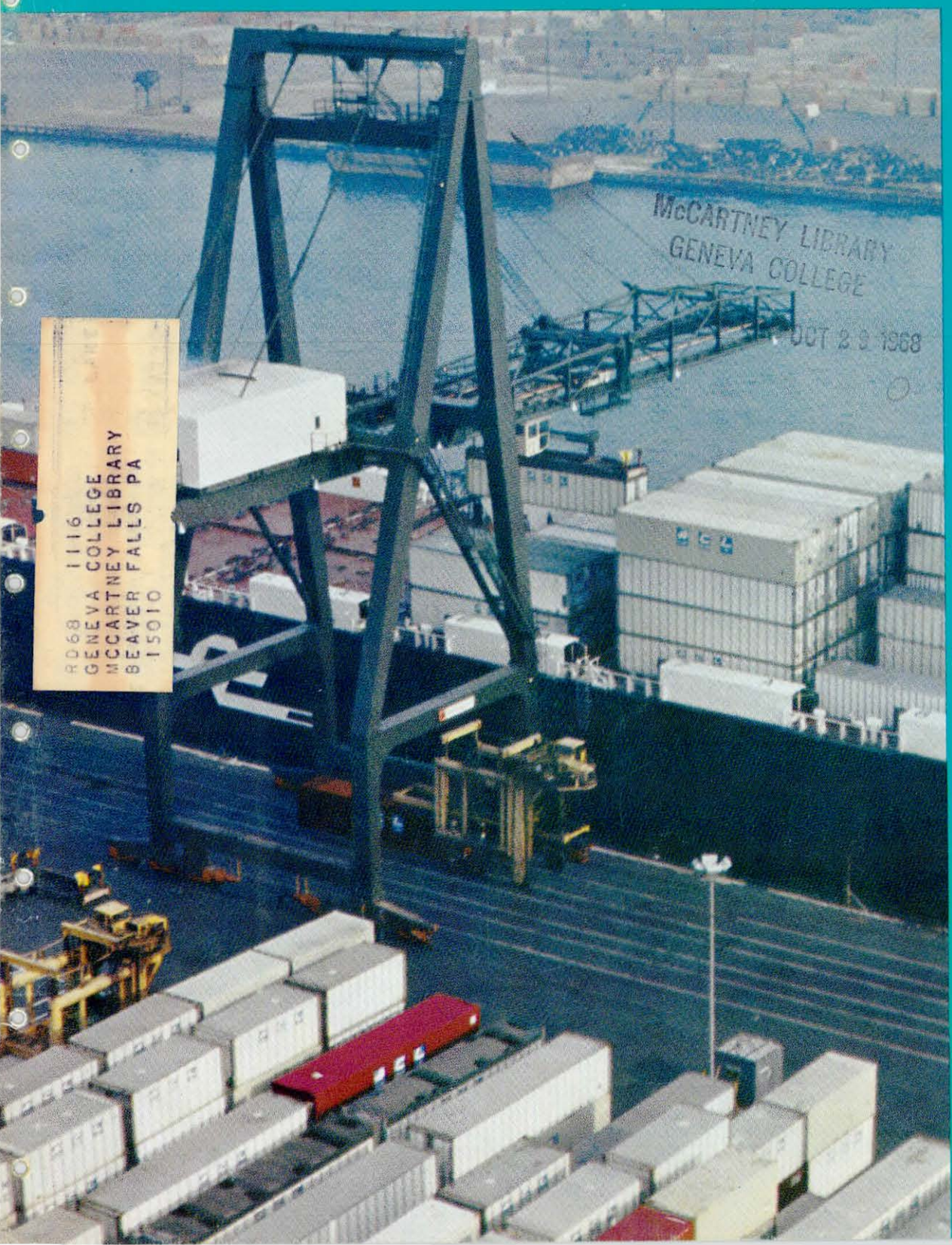
SPECIAL REPORT: TOFC/COFC

October 28, 1968

RAILWAY AGE

THE TRANSPORTATION WEEKLY



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WHO WILL TAKE THEM FROM HERE?

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When railroad people decide to standardize something, you just know it's important.

After all, they've only done it a few times in the last 100 years.

The first in 1887, when they agreed on the gauge of the track.

The next was in 1898, when they decided to couple all cars the same way.

After that came air brakes, in 1907.

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But some 2 million freight cars operate across North America now. And the big problem is separating your cars from the other guy's, and figuring out where they are.

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It consists of a coded label, a trackside scanner, and a decoder.

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You'll handle more traffic. Deliver on time. Schedule more efficiently. And operate more economically.

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Sylvania Information Systems, Commercial Electronics Division, Bedford, Mass. 01730.

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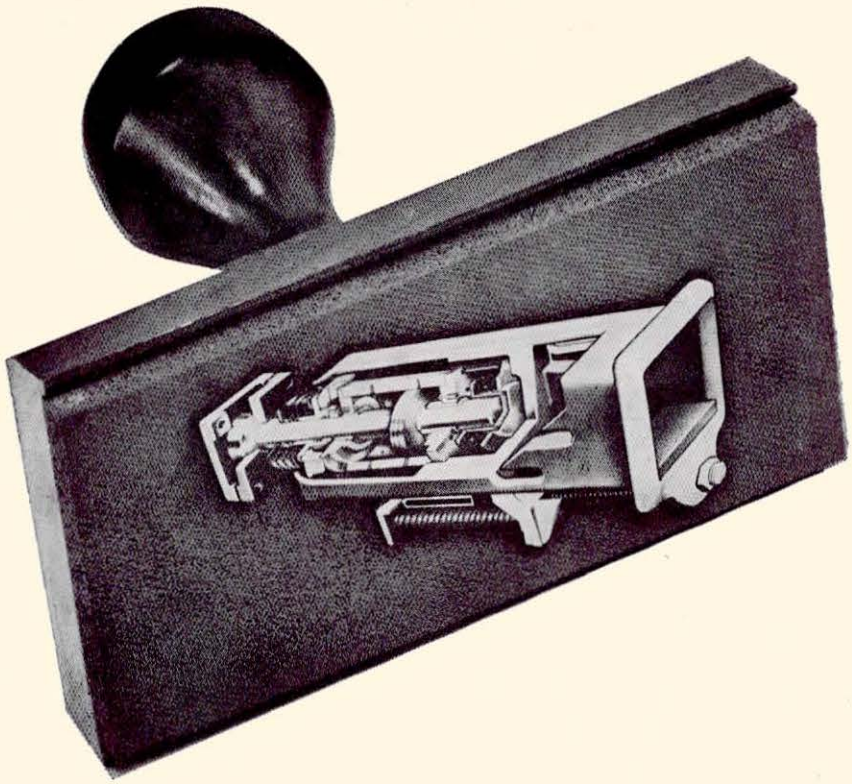

Our standard unit set the industry's standard... *outstanding!!*

Rubber stamp imitations of FreightMaster's concept are on the horizon. They're sort of like pie-in-the sky when you consider the record. A dollar and cents record that shows reduced freight claims and extended operational longevity for virtually every piece of FreightMaster equipped rolling stock.

FreightMaster originated end-of-car hydraulic cushioning over a decade and 30,000 car sets ago. And since then has set a performance standard of superior protection for car and cargo that others must try to match.

Today, FreightMaster offers the industry's widest selection of cushioning equipment. Leading the line of seven precedent-setting units is the 15″ hydraulic stroke Type HD Unit — the unit that provides superior performance under AAR type conditions of almost 13 mph with less than 500,000 lb coupler force. And only 570,000 lb coupler force at 14 mph in the squeeze test.

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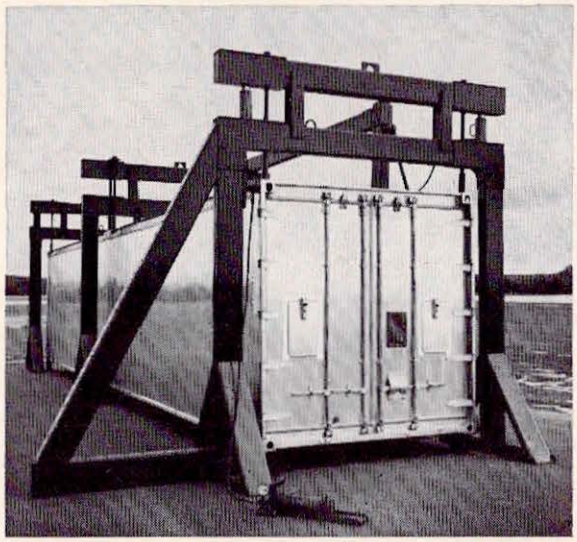
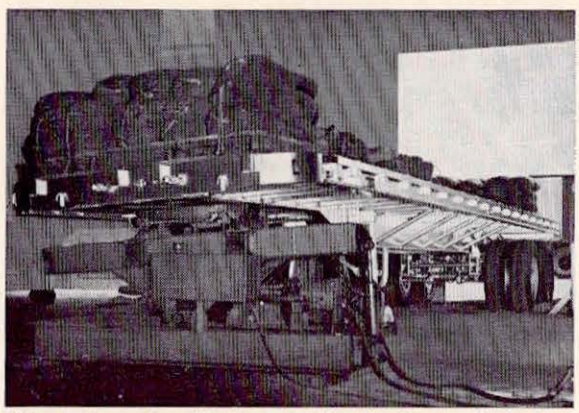
Circle 5 on coupon page 81

No wonder Dorsey trailers and containers are so reliable!

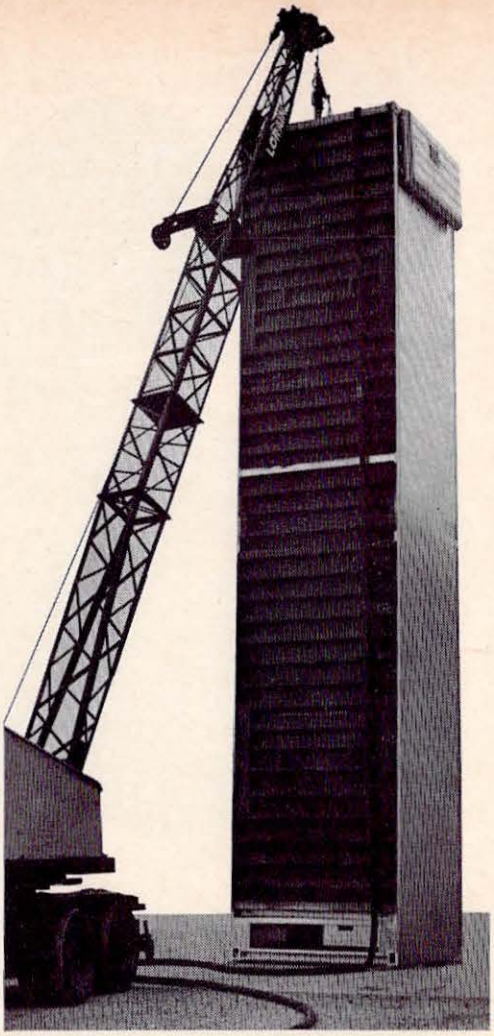
Because ruggedness is a must in piggyback operation, Dorsey prototype trailers are subjected to the most exhaustive tests in the industry. Some utilize highly sophisticated equipment developed by our engineers to insure accuracy of results and to reduce time required for testing. Others are simple but equally effective, such as standing a container on end and pumping in 30,000 pounds of water to test front wall strength

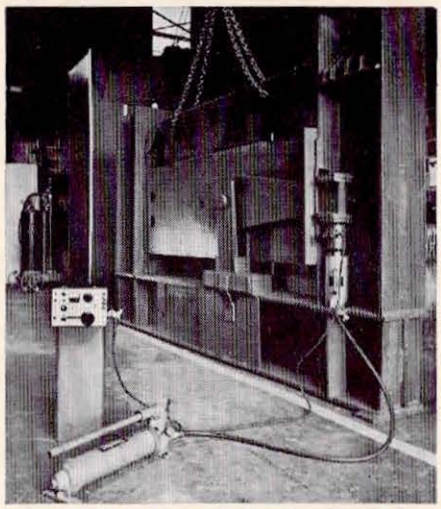


This multi-purpose test fixture allows engineers to take accurate readings on stresses applied vertically, horizontally and diagonally

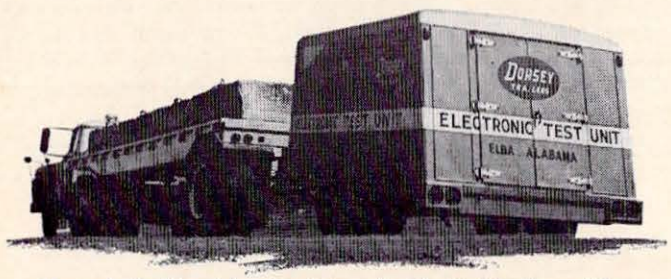


This equipment subjects a trailer to the equivalent of 200,000 road miles in less than 60 days. Rollers rotate the wheels while the oscillating fifth wheel subjects the unit to a severe wracking motion at pre-set intervals





A large hydraulic cylinder applies forces simulating the strains imposed at the point where tractor fifth wheel supports a loaded trailer



Dorsey's "rolling laboratory" is pulled behind trailers while the effects of shock, stress and strain upon various points are recorded on electronic equipment. A technician in the test unit operates recording equipment.

Call for engineering assistance or quotations on any model piggyback trailer. A Dorsey Executive Account Manager will be at your desk within hours.

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RAILWAY AGE

Oct. 28, 1968 • Vol. 165, No. 17

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. . . AND COMING NEXT WEEK

Massachusetts led the way in putting transit in a regional, not local, context, by creating the Massachusetts Bay Transportation Authority for the Boston area four years ago. Millions of dollars were voted by the state legislature to effect a gradual integration of urban and suburban transport services, add new equipment and build new lines. Next week, Railway Age takes a look at how the program is faring—and what lies ahead.

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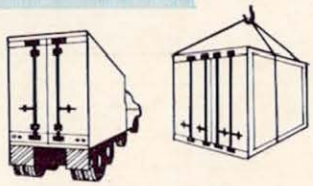

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SHORT AND SIGNIFICANT

N&W, Southern report gains in net income

Two of the industry's traditionally big earners issued their nine-months reports last week—and both made bullish reading. Norfolk & Western reported three-quarter earnings of $55,108,000, compared with the 1967 total of $53,972,000. The Southern's nine-months net was $28,500,000, up from $23,800,000 in the corresponding period a year ago.

Reading cuts its 9-months deficit

The Reading's deficit for the first nine months of 1968 totaled $2,752,000, according to Charles E. Bertrand, president. That was an improvement, he said, of $2,070,000, compared with the same period last year, when the deficit was $4-822,000. Bertrand said the improvement was due to heavy shipments of steel and related products early in the year, which more than offset the decline in bituminous coal traffic and the effect of the Reading's continuing efforts to reduce losses by increasing non-operating income, improving car handling and reducing expenses.

Turbo Train target date gets closer

DOT Secretary Alan S. Boyd formally accepted two Turbo-Trains built by United Aircraft for the High Speed Demonstration program in the Northeast Corridor. The two three-car trains may be in regular service on New Haven between Boston and New York before the end of the year. Top officials who turned out for ceremonies at New London, Conn., last week included FRA Administrator A. S. Lang; OHSGT director Dr. Robert Nelson; Connecticut Governor John Dempsey and Sen. Abraham Ribicoff, Rhode Island Sen. Claiborne Pell; and AAR President Thomas Goodfellow.

Tunnel lining piggybacked by Burlington

Steel for the Straight Creek Tunnel and Road Project under the Continental Divide near Silver Plume, Colo., is reaching its destination a day faster, in damage-free condition, and at a 15% reduction in transportation costs. A new piggyback service, initiated by the Burlington out of Chicago, is accomplishing these feats. The steel for the tunnel is now loaded on flatbed trucks at the Chicago factory, piggybacked by fast freight to Denver and then trucked to the construction sites. Prior to the new arrangement, the material was shipped in freight cars to Denver and transferred there to flatbed trucks.

Employee accident rate rises

Fifteen railroad employees were killed while on duty in July 1968, and 1,529 were injured, compared with 10 deaths and 1,403 injuries in July 1967, according to the latest accident report by the Federal Railroad Administration. No passengers were killed in train accidents in either month.

Mass transport conference set for Dec. 5-6

"Mass Transportation for a Dynamic Society" will be the first of a series of conferences to be held during the current academic year by Oakland University. The mass transport conference will be held Dec. 5-6. Specific discussion will center on current engineering developments and needs for future research to meet transportation requirements of the next 25 years. Engineers and scientists who want to attend any of the conferences should contact the university's Division of Continuing Education, Conference Dept., Rochester, Mich. 48063.

NP green turns red, white and blue

Northern Pacific President Louis W. Menk is railroad-industry chairman of the 1968 Share in Freedom campaign—a drive which nobody who sees NP's rolling billboards is likely to forget. Company shops at Laurel, Mont., did a repaint job on 25 50-foot box cars—white diagonal stripe, blue top panel and red bottom panel and trucks.

MONDAY MORNING REPORT

HOW BAD IS THE CAR SHORTAGE?

Is the freight-car shortage a seasonal phenomenon that—like death and taxes—we simply have to learn to put up with? Or is it "continuing and chronic," a problem of such proportions that "it foretells disaster to the rail industry if a major effort is not undertaken by the carriers in their own self interest"? The former view is held by some railroad men. The latter view was expressed—in those words, and in many more that were equally blunt—by a major shipper during the meeting of the National Association of Shippers Advisory Boards at Las Vegas two weeks ago.

ASK THE MAN WHO'S HAD ONE

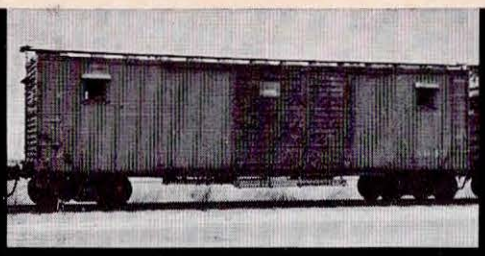
The car shortage, said Carnation Co. Vice President A. P. Davis, Jr., is a real and constant danger; he had to look back only to the previous week to pinpoint shortages which Carnation experienced in Pennsylvania, Missouri, Iowa, California and Illinois. Davis cited the AAR's own statistics showing that average daily car mileage in 1967 was 51.5 miles per day, including fast-moving piggyback cars: "The average annual use of a typical box car shows that it is 23 days in transit loaded, 14 days in transit empty, 146 days on shipper's siding for loading and unloading, and a startling 182 days in railroad yards."

DOES THE FRISCO ALONE HAVE THE ANSWER?

It's a problem, Davis noted, of quality control—and he cited one railroad which seems to be on the way to licking the problem: "The Frisco is not satisfied with 51 miles per car per day. They average 80 miles per day for cars on their railroad. This speed-up has increased car supply on the Frisco by 30% without capital investment." Why has the Frisco been able to do this? One reason, Davis suggested, is that "the president of the railroad has invested his talents and some operating money into seeing that the program works from the top down."

HOW TO INCREASE THAT RATE OF RETURN

A major answer to the railroad industry's low rate of return, Davis observed with a trace of causticism, may not necessarily lie in diversifying out of the railroad business—but in "some imaginative, top-management-directed quality control program to improve car utilization. . . .Unless it comes, I do not believe the railroad industry can escape the abyss into which it is headed and from which nationalization will be the only way out. There is barely sufficient time left."



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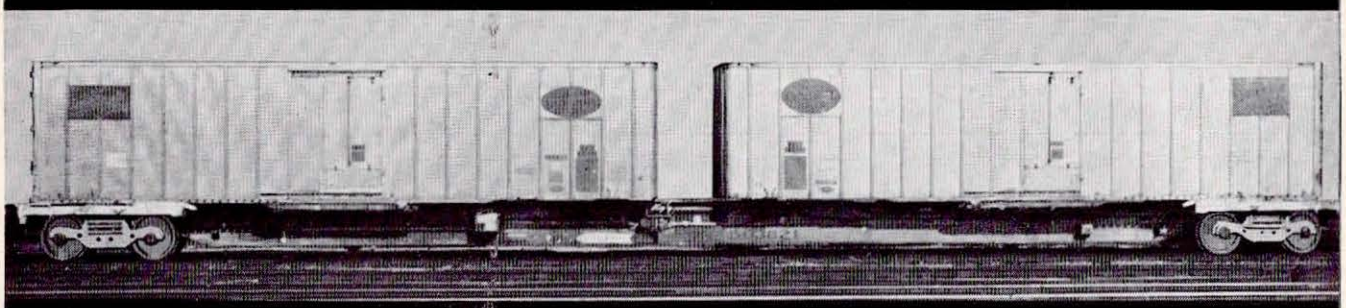

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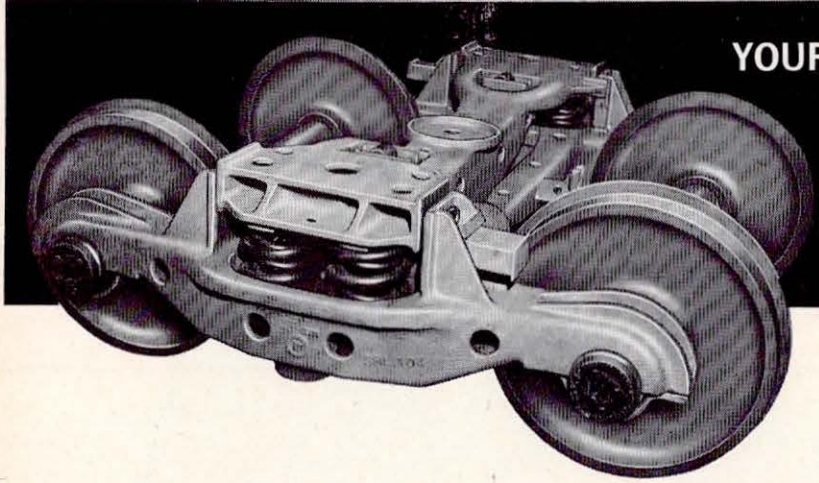

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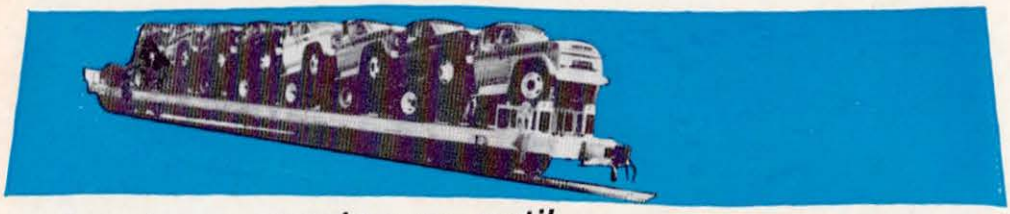
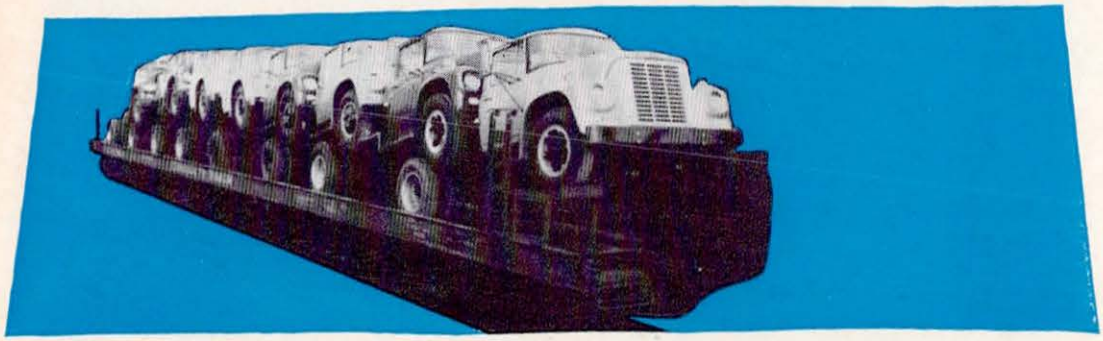


has been growing up, until...



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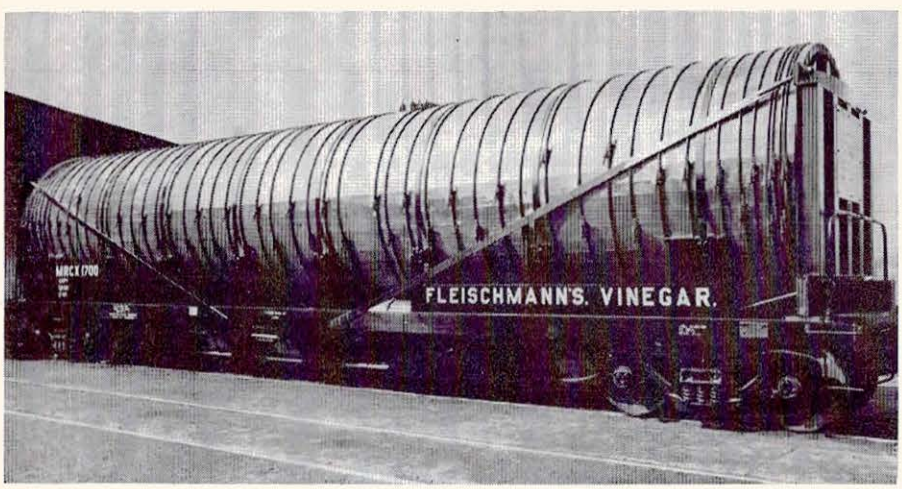
Circle 7 on coupon page 81

RAILWAY AGE
THE TRANSPORTATION WEEKLY
October 28, 1968

WEEK AT A GLANCE

Rent-a-Train inaugural set this week

The first Rent-a-Train will move over Illinois Central lines this week. A rented train will leave Gibson City, Ill., Oct. 29 carrying export corn of Cargill, Inc., to Baton Rouge, La. The operation begins a 12-month period for which Cargill will pay a fixed rental fee of $800,000 a year. (If Cargill were not using its own leased cars, the fee would range up to $1 million.) Each Rent-a-Train in Cargill service will be made up of 115 100-ton hopper cars. It can load 400,000 bushels of corn in Gibson City, run to Baton Rouge, unload in the Cargill export terminal and return to Gibson City within five days. Cargill recently completed a 3.6-million-bushel inland export terminal in Gibson City to receive and condition corn from country elevators. The terminal has high-speed truck dumps and railcar loading spouts that can fill a 115-car train in less than 12 hours.



Vinegar by rail—in giant wooden tanks

Two eras of craftsmanship work as one, in a pair of strange-appearing tank cars now hauling vinegar for Standard Brands. Morrison Railway Supply Corp. built the basic vehicle, complete with roller-bearing trucks and FreightMaster end-of-car cushioning devices. Then it was the cooper's turn, and Arrow Tank Co. completed the job with construction of a 17,100-gallon tank of Douglas fir. The first car—billed as the largest wooden tank car ever built—was on Morrison's drawing boards and in the shops for a year and a half. And as Standard Brands puts it, the first movement "proved so successful, that production of a second wooden giant was begun immediately."

Illinois Central wins Golden Freight Car

The 1968 Golden Freight Car—for "the most effective promotion of freight traffic"—was awarded last week to the Illinois Central. IC won the award for its "Green Gold" forestry and wood products development program in the South. The presentation was made at the annual dinner of the Railway Progress Institute in Washington Thursday night. RPI noted that since 1945 the IC has been encouraging pine-tree planting in Mississippi and the upper South. The program began to pay off in a big way in 1967 when paper companies erected two large mills in the area, at Redwood and Monticello, Miss. Construction is now under way on a third mill at Wickliffe, Ky. At full production the three plants will generate 84,000 carloads a year.

RPI presented Silver Freight Cars to the Santa Fe, citing Santa Fe's new "Super C" high-speed piggyback/container service between Chicago and Los Angeles, as well as other promotion efforts by ATSF during its 100th anniversary year; to the Denver & Rio Grande Western for speeding up service by the use of short, fast trains; and to the Louisville & Nashville for setting up one-stop customer service centers.

Walter Grant will leave PC

Another former New York Central executive is leaving the merged Penn Central. Walter R. Grant, who was vice president-finance of the NYC for 10 years prior to merger, and then became executive vice president-finance of PC, will leave railroading Nov. 1 to become executive vice president-finance of Consolidated Edison Co. of New York.

LINES ON LABOR

NOBODY'S MUCH INTERESTED, as a rule, in the trials and tribulations of a bunch of reporters in turning out the daily Tribune or the weekly Railway Age or the monthly Playboy or whatever. Everybody's got problems—and the Eleventh Commandment might be stated this way: Don't bore the reader with your troubles. Having thus set forth the Commandment, let's proceed to break it.

EVERY ONCE IN A WHILE, the phone rings at RA, and on the other end of the line there's a shipper's traffic manager. He wants information about a particular rail labor dispute. He wants to know the chances of a strike taking place. He wants to know the odds on a walkout's somehow being headed off. And often, he raises an even tougher question: "Why can't we get, why don't you publish, a regular box-score on labor disputes—so we'll know what may happen?"

IT'S POSSIBLE, usually, to provide some insight in a specific case. But an over-all box-score on disputes? It just isn't a practicable thing—and it might even be dangerous. More than in most other industries, labor relations on the railroads is a thrust-parry-feint kind of thing. It's also a year-around thing, a continuous process, with national and local negotiations, and two dozen unions to deal with, and a federal labor law which is deceptively precise in its ground-rules for dispute-handling. In addition, there's often a strong element of unpredictability to the behavior of men and organizations under stress.

AT BOTH ENDS of the negotiating process, confusion can set in. It's not uncommon for unions to talk loudly of a strike vote, or of approval of a strike, months in advance of the time when a legal strike could possibly take place. This gets headlines and, presumably, scares people. On the other hand, when a dispute has run its course through settlement procedures and a walkout *could* begin, there's no sure way of knowing if one *will* begin. It's a war of nerves.

WHAT CAN A PERPLEXED SHIPPER DO? Obviously, his most direct source of information is the railroad's traffic representative—and hopefully, the railroad will have made certain that a steady flow of best-available information is going out to its reps. Beyond that, there's the daily/-weekly business/trade press, which ideally will be an outlet for fact and for the interpretation or assessment of fact which experience permits. Finally, there's a small bit of advice, which seems to prove sound more often than not: Keep the faith—because where strikes and strike threats are concerned, many are called but few are chosen.

Multi-level cars may be handling palletized autos

Will pallet loading eventually replace the drive-on, drive-off handling of new automobiles shipped on multi-level railroad cars? Participants in a recent Atlanta, Ga., panel indicated that already there have been some tests of loading methods which eliminate the traditional chain tie-downs and that a mechanical handling system could lead to factory packaging of new automobiles for factory-dealer delivery.

The panel on new automobile distribution was part of the full program of the Southern & Southwestern Railway Club. Participants were C. F. Dodd, Chevrolet traffic coordinator; W. J. Duffy, superintendent—special equipment, Chesapeake & Ohio; and two representatives of multi-level rack builders: J. Blunden, vice president, Whitehead & Kales and C. M. Burt, manager railway sales for Paragon Bridge & Steel.

In the face of competition from new jumbo aircraft such as the Lockheed C-5-A and from resurgent highway transporters, railroads were warned that they can be far from complacent about the past decade's recapture of the movement of new automobiles.

Chevrolet's Dodd stressed that the way to prepare for the future is to ask what is being done wrong now. He indicated that en-route vandalism is a major problem and that General Motors' Oldsmobile Division is having its rack cars screened to combat this, a possible preliminary to such a requirement for all rack cars in GM service. Tests have been conducted on securing new autos only by their rear axles, rather than by chain tie-downs at their four corners.

The evolution in transportation of new autos by rail will continue, Dodd predicted. He sees a two-step process:

—Existing multi-level cars will be upgraded with changes in tie-downs and some form of enclosure to reduce vandalism;

—New rail cars will be designed for fully mechanized loading, unloading.

W&K's Blunden pointed out that autos have been growing ½-inch annually for many years and it is possible that an articulated multi-level car may ultimately be required. He suggested two 65-foot units for articulation, pointing out that such a car could be considerably wider than today's 98-foot multi-levels. Burt suggested that there will be increased effort to design multi-level cars so they may carry freight in both directions—and that return hauls may not always involve automobiles.

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We participate in the interchange of shipments not only with other railroads, but with highway and water carriers as well.

So, regardless of the type of freight you have . . . or where it originates or is to go . . . we can handle it.

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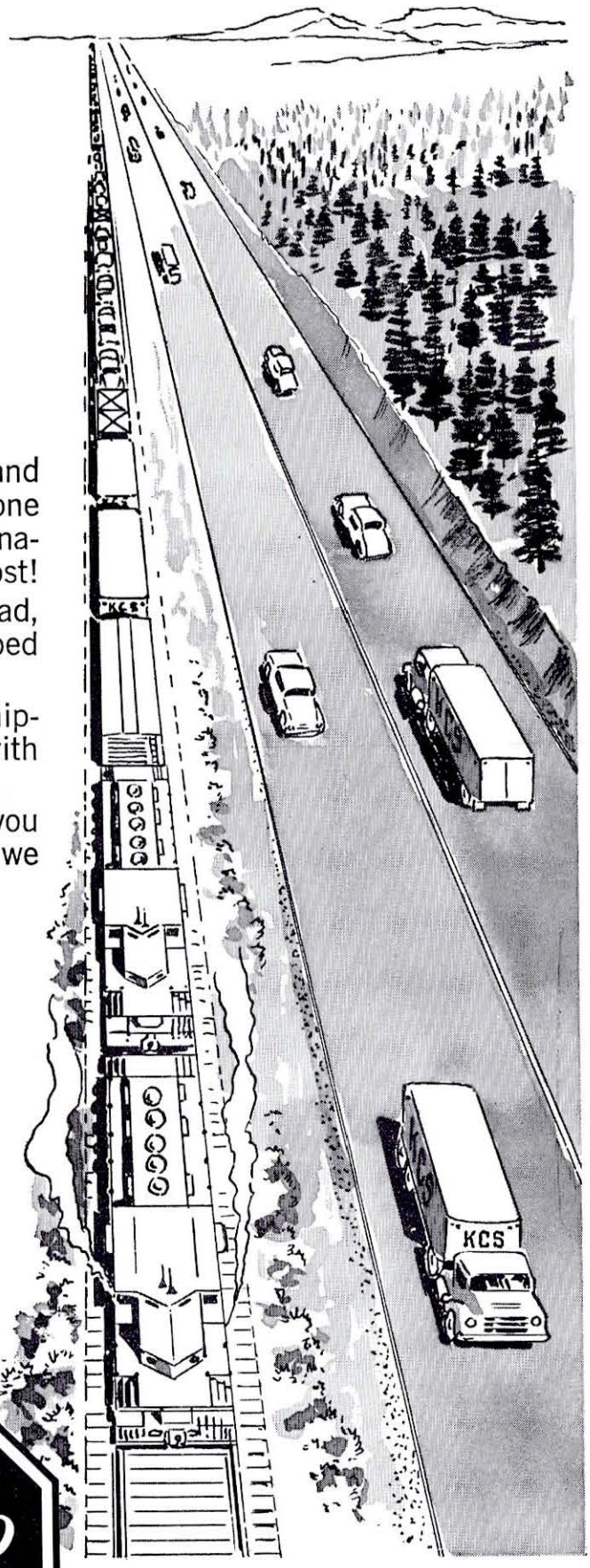
J. W. SCOTT
Vice President—Traffic
KANSAS CITY, MO. 64105
Tel. 816 VI 2-0077



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The chemistry of economical phosphate shipping was an unsolved equation in 1964. Increased demand created a transportation challenge for the railroads, and Pullman-Standard's Industrial Marketing Department.

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Today, Pullman-Standard PS-2SD Covered Hopper Cars serve the phosphate industry. They have low profile design, specially placed roof hatches, and maximum cubic capacities to achieve full transportation economies.

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40 years ago, MoPac considered containerization the last word in shipping concepts.

We still do.

Containers have greater flexibility in transferring cargo among rail cars, trucks, ships. They eliminate dead weight of wheels and lower the center of gravity, for a more stable load. They provide added protection against loss and damage from multiple handling . . . help reduce overall distribution costs.

MoPac considered these advantages, and more, when it helped pioneer the idea, way back in 1928. Though containers are in wide use today, we continue to look for even better ways to use them. And at 15 points throughout the MoPac system giant cranes handle containers swiftly, efficiently. This, plus direct service to 12 Gulf ports and fast interline schedules to east and west coast ports, gives export-import traffic one of the most complete shipping services in the country.

Containerization is another progressive concept that gives MoPac total transportation capability. Maybe there's a place for it in your distribution plans. Write or wire R. A. Martin, Traffic Manager—Containerization, St. Louis, or call a MoPac agent for all the facts.

mo-pac

MISSOURI PACIFIC | TEXAS & PACIFIC

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As Pool Members continue using more and more REALCO piggyback trailers in more places . . . we expand our service program and adjust it to the uses which the equipment gets . . . wherever it moves.

In doing so, REALCO takes full advantage of the inherent *flexibility* of large Pool operations. Thus Members benefit from REALCO FLEXIBILITY in equipment design and selection of the builder . . . REALCO FLEXIBILITY in delivery location, in lease plans and maintenance . . . REALCO FLEXIBILITY in trailer repair services and administration . . . and REALCO FLEXIBILITY in a wide array of supplementary services.

REALCO is flexible by design, so we can go where the action is. *Next* time you add to your fleet, it will pay you to get in where the action is. In The National Railroad Trailer Pool. Talk it over now with your REALCO Regional Manager.

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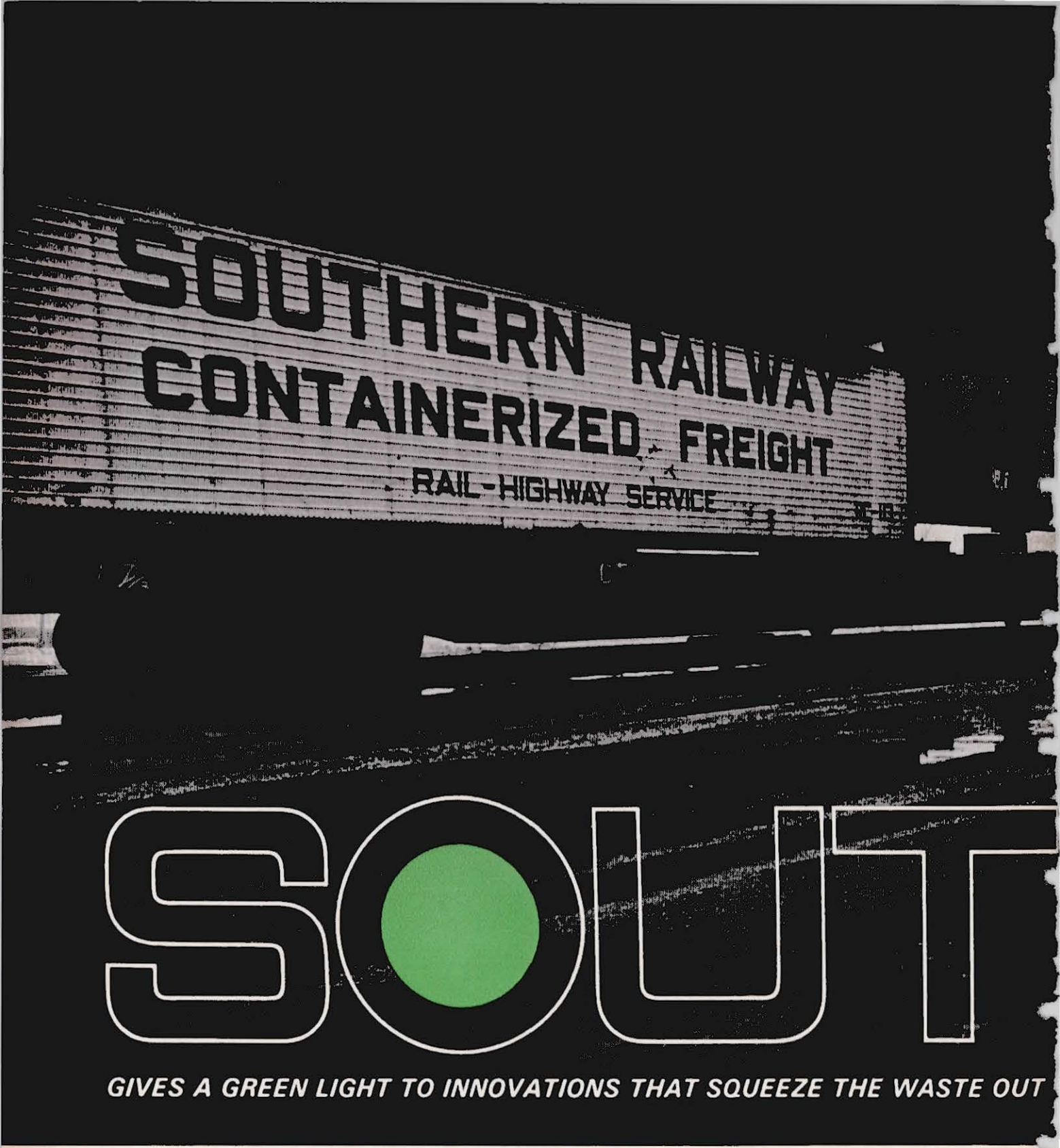


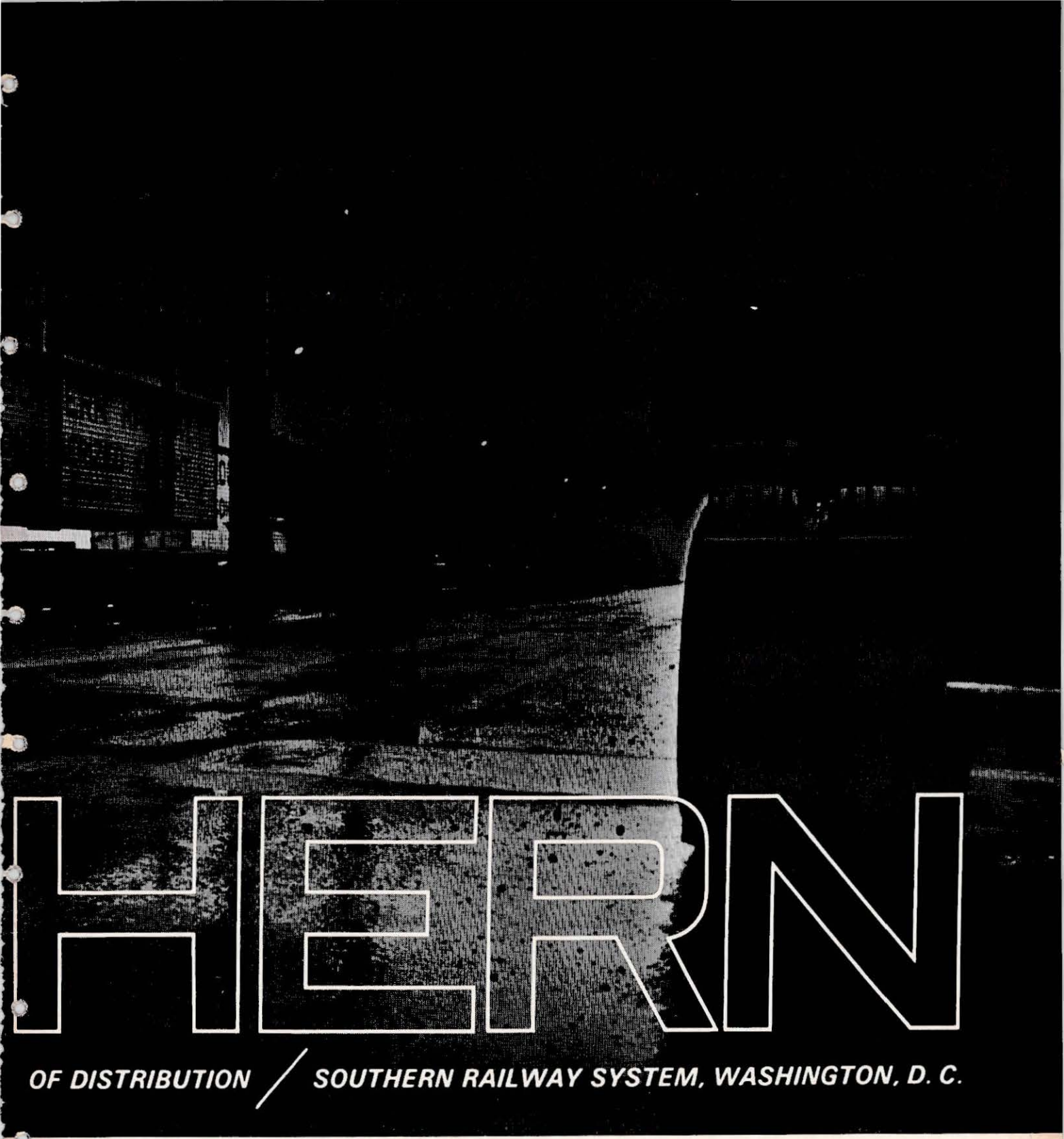
GIVES A GREEN LIGHT TO INNOVATIONS THAT SQUEEZE THE WASTE OUT

How do you say "piggyback" with a Southern accent?

Pronounce it "containerization."

Containerization. That's where the future of piggyback lies. And that's where Southern Railway has put the emphasis all along. Not on the mere hauling of highway trailers.

Containerization means safer freight, easier, faster handling. Containers are ideal "packages" for travel by rail and highway, by sea, even air in one money-saving intermodal transportation service. Containerization means lower capital investment and lower cost for us, putting us in a better position



to maintain a lower level of rates to our customers. These are some of the reasons why Southern helped pioneer containerization, developing the widest variety of containers, building huge cranes for swift transfer of containers between rail and highway service.

Containerized Freight—one of a host of innovations by Southern Railway. Innovations that squeeze the waste out of distribution.

Attacking waste in distribution today has pushed Southern's planning and thinking far beyond the mere mechanics of mass transportation. Our job is to find realistic, profit-building, money-saving answers to your problems and costs, *wherever they may lie in the overall distribution complex.* And we do that job well. Let us help you squeeze the waste out of *your* distribution. Write or call W. V. Burke, Vice President—Sales, Southern Railway System, P. O. Box 1808, Washington, D. C. 20013; telephone 202/628-4460.

SOUTHERN RAILWAY SERVES THE SOUTH

LOOK AHEAD-LOOK SOUTH

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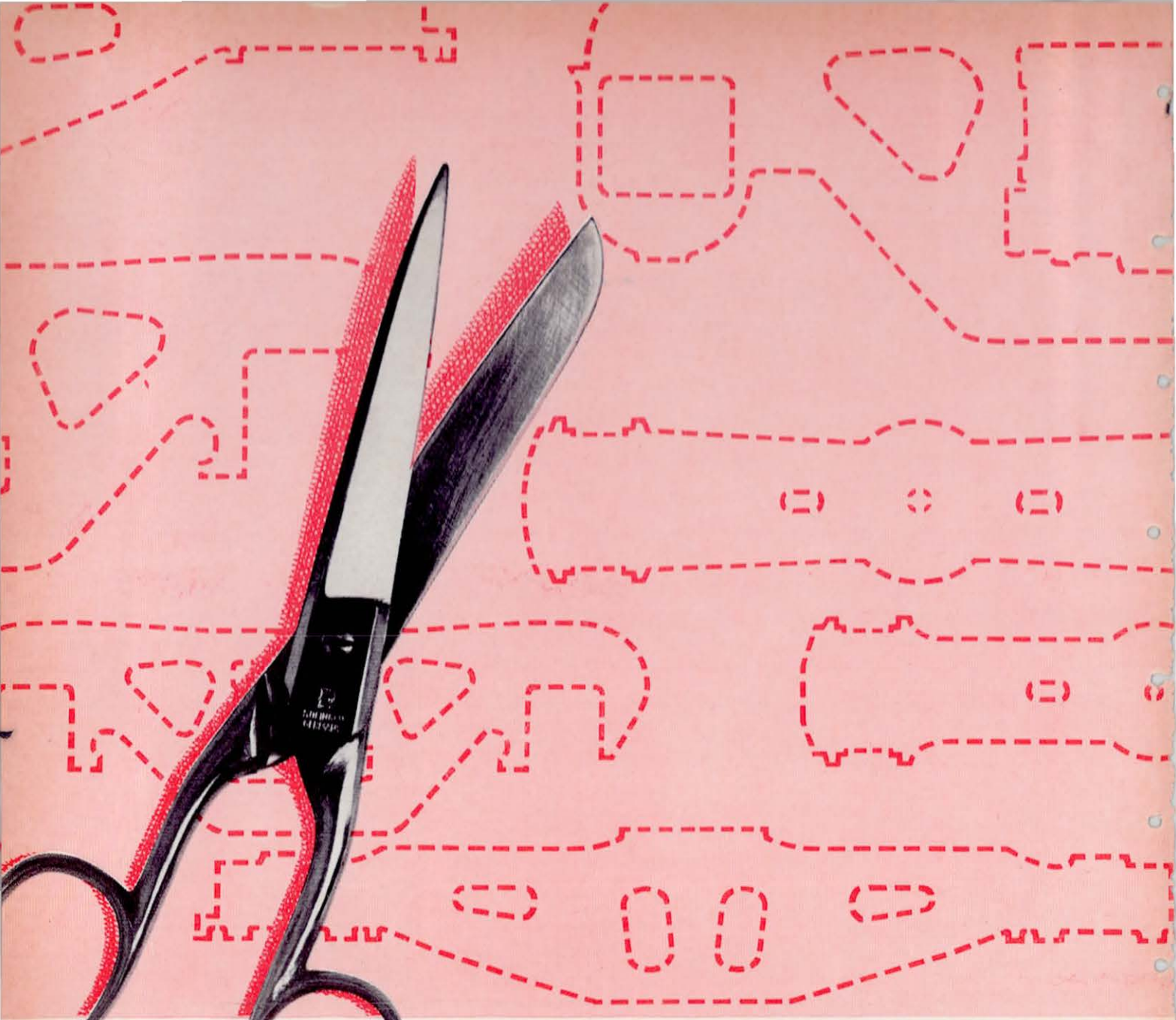

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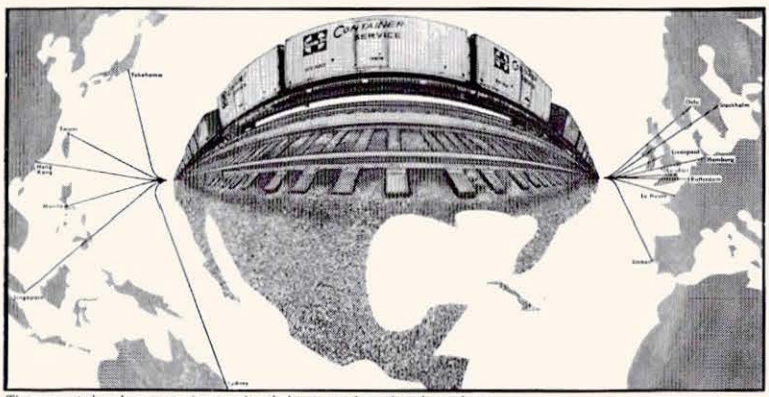
(Fastest way to ship.)

Santa Fe through California Ports is the best way West to reach the Far East

(above) Modern facilities in California ports provide quick dispatch of import and export freight in containers. (right) Bulk commodities in giant Santa Fe hopper cars drop cargo direct to conveyor which loads ship in record time.



The recent development of specialized ships, combined with modern California port facilities for handling containers, are important factors in Santa Fe's concept for a Land Bridge across the USA to save transit time for freight moving between the Far East and Europe.

What good does it do to rush export shipments to a port, then wait for a ship? Or delay an import shipment waiting for the next freight train?

On Santa Fe, you don't have to wait for tomorrow's train or be delayed until the next ship's sailing. Here's why:

The busy California ports of Los Angeles, Long Beach, San Diego and those on San Francisco Bay, have more sailings to and from Hawaii, Japan, Australia, and the Far East than any other group of ports on the Pacific Coast.

And Santa Fe has more freight schedules than any other rail carrier between Chicago, the Midwest and California ports to connect with inbound or outbound ships.

To expedite shipments still further, "Super C," the world's fastest freight train, carries containers and Piggy-Back shipments between Chicago, Kansas City and ports in Southern California.

Frequent sailings, coordinated with frequent freight schedules, add up to the fastest way to import or export. That's the benefit of shipping via Santa Fe through California ports.

Santa Fe's Passenger Fleet
for Western Travel
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SUPER CHIEF – EL CAPITAN
Chicago-San Francisco
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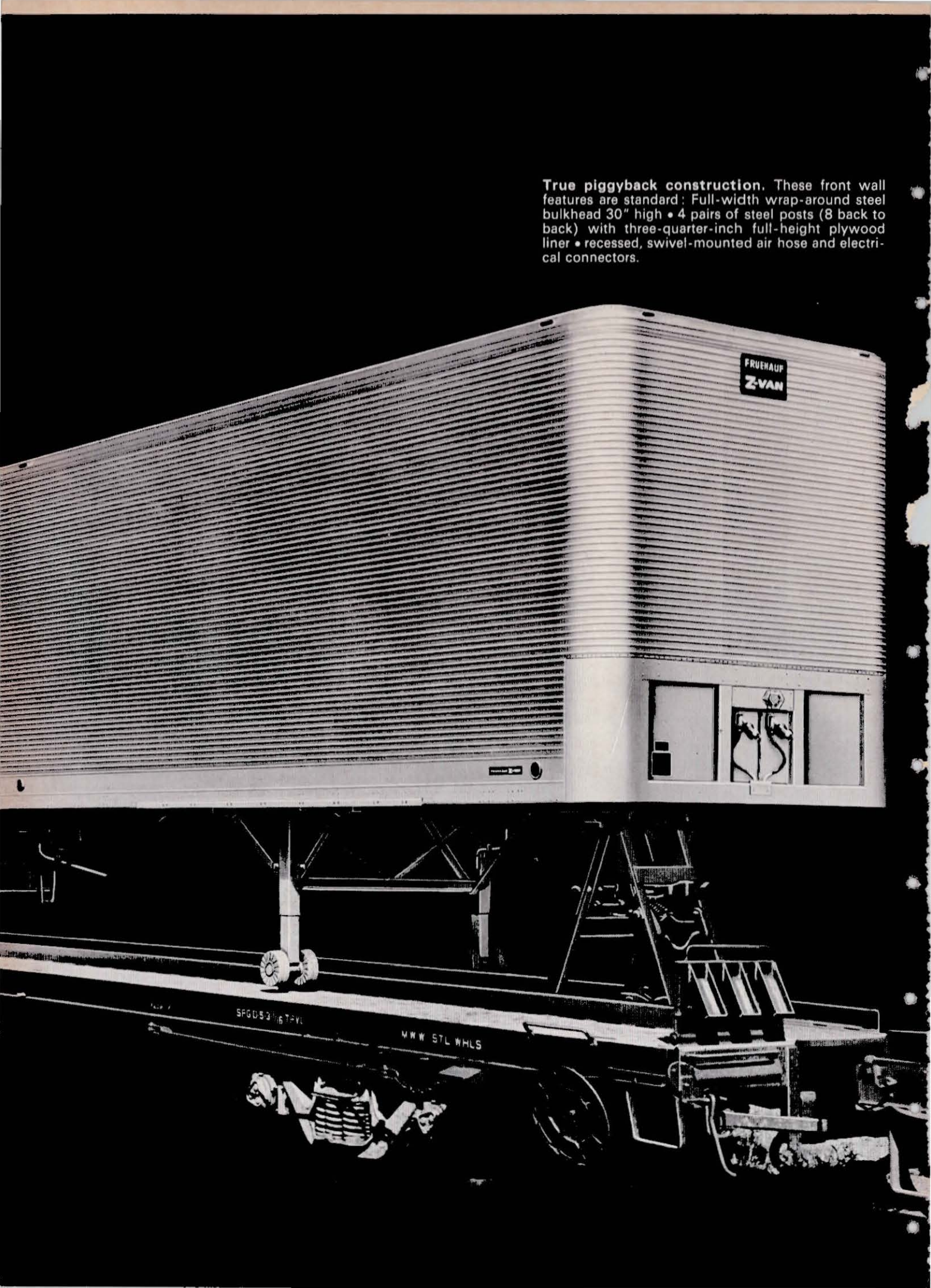
Santa Fe is the moving part of your marketing arm.

1968 ★★★ 2068
Santa Fe
OUR SECOND CENTURY OF PROGRESS

Circle 26 on coupon page 81

True piggyback construction. These front wall features are standard: Full-width wrap-around steel bulkhead 30" high • 4 pairs of steel posts (8 back to back) with three-quarter-inch full-height plywood liner • recessed, swivel-mounted air hose and electrical connectors.



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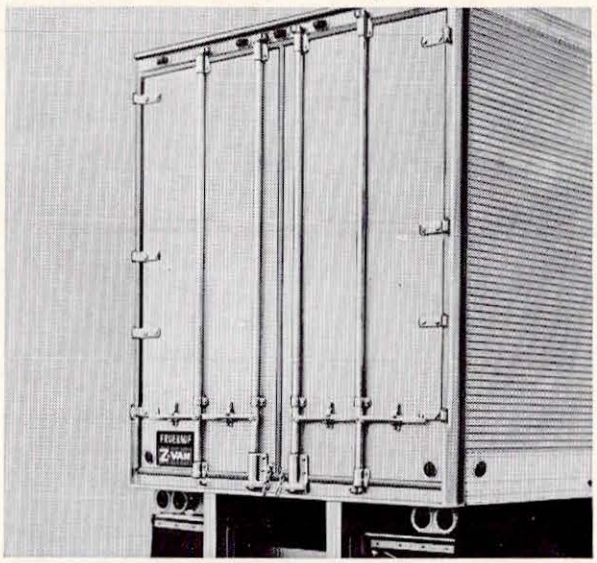
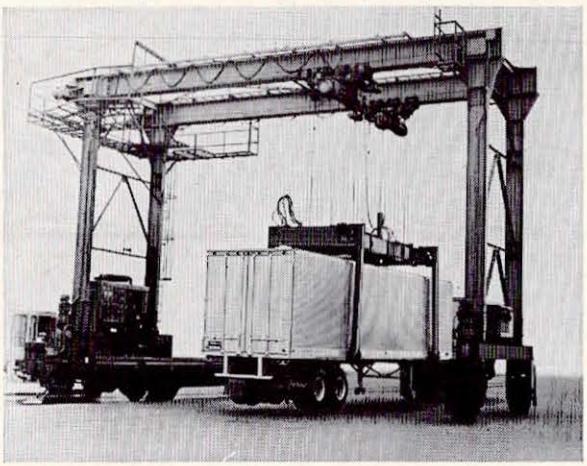
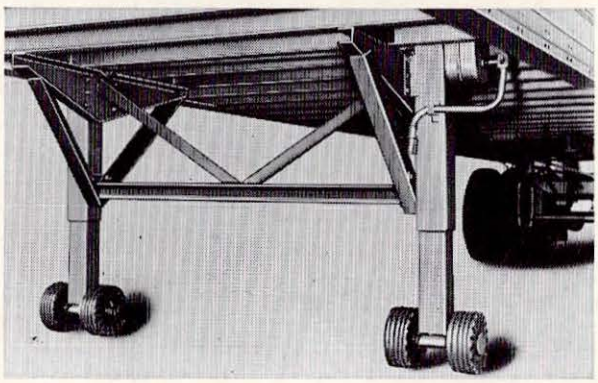
Z-Van. It's the toughest van Fruehauf has ever built . . . to boost piggybacking profits by lowering trailer operating costs. It will pay you to know all about the Z-Van. Get complete details from your local Fruehauf man or write for free literature: **Fruehauf Division, Fruehauf Corporation, 10942 Harper Avenue, Detroit, Michigan 48232.**

Strongest rear end ever. Here's where: Welded steel unit construction • 1"-thick plymetal doors • two extra (4 in all) cam lock rods • 8 double-strength hinges • integral bull board channel recessed in rear posts • patented Anti-Rax latching.



Long life and easy upkeep. Just a few of the reasons why: Corrosion resistant, pre-painted aluminum panels • leak-proof, one-piece, heavy-gauge (.040") aluminum roof that's bonded to roof bows • recessed lights • bolt-on heavy-duty ICC bumper.





Extra muscle for extra-rough going. Features include: Two 10-foot steel lift pads on each side • multi-braced, 2-speed square leg supports, inboard mounted • 1⅜"-thick laminated hardwood floor • 4"-deep I-beam crossmembers with 2¼" wide flanges.

Trouble-free performance. Here's why: Full-width upper coupler meets proposed AAR/TTMA requirements • one-piece forged kingpin • 36"-wide, ¼"-thick anti-hook plate that's two crossmembers deep • Select-A-Point sliding tandem suspension as standard equipment.

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If we can't give you one-day service, nobody can.

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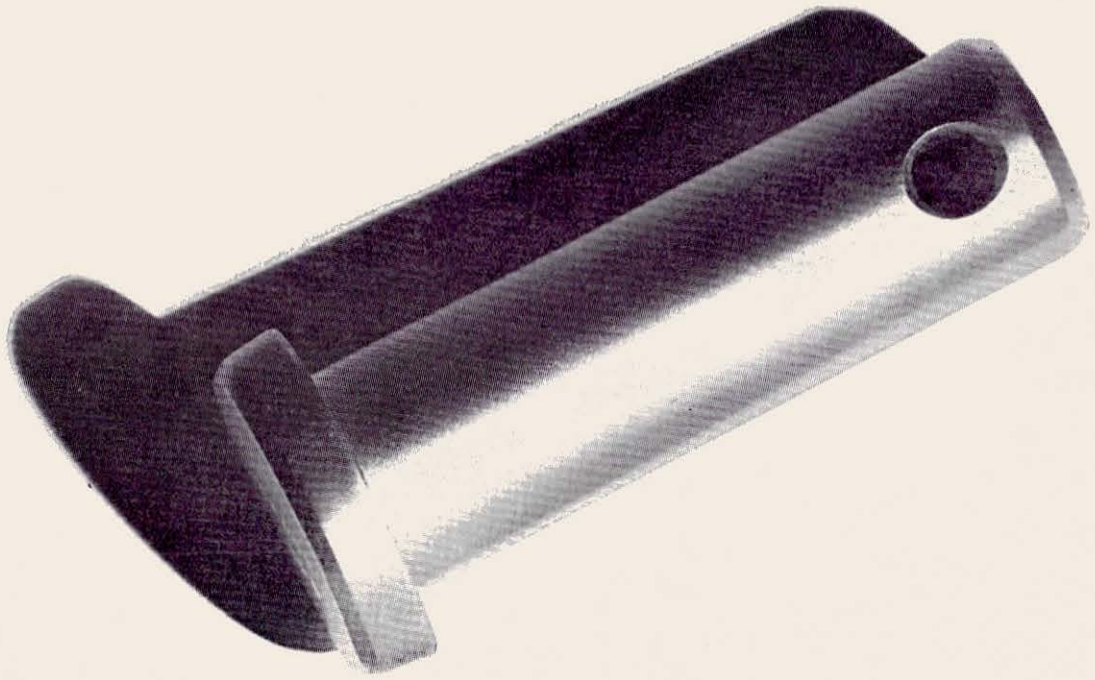

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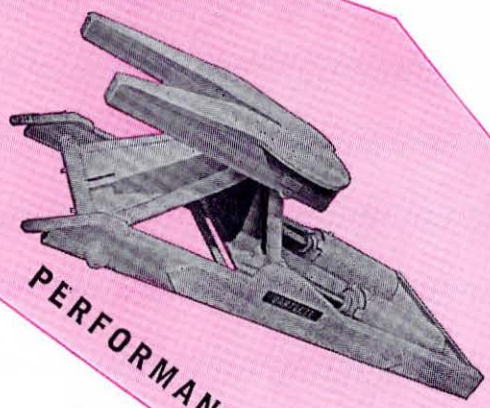
M-62 Twin

100,000 LBS. CAPACITY



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ESPECIALLY...STEEL,
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WILL LIFT 100,000# 14" HIGH.

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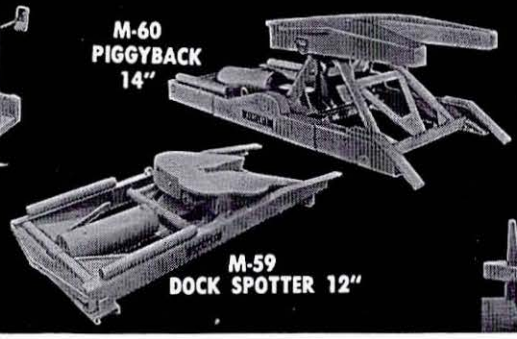

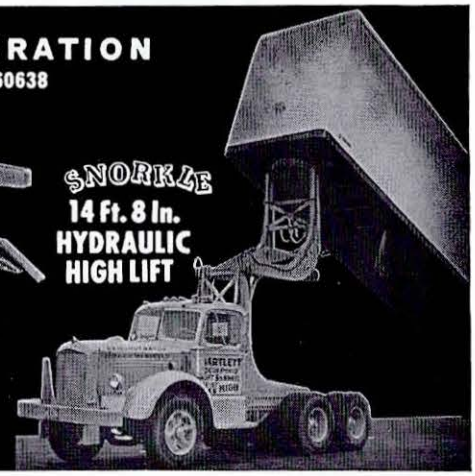

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"Frankly, this publication reminds me of our own slogan 'We go a long way to make friends.' Certainly, this is what Railway Age does for traffic and transportation people.

"The new ideas, the timely articles, and especially, the special pages on 'Monday Morning Report'; 'Market Outlook'; and 'You Ought to Know' are terrific reading for any industrial traffic man. We thoroughly appreciate the fine job Railway Age does for us in the transportation field."

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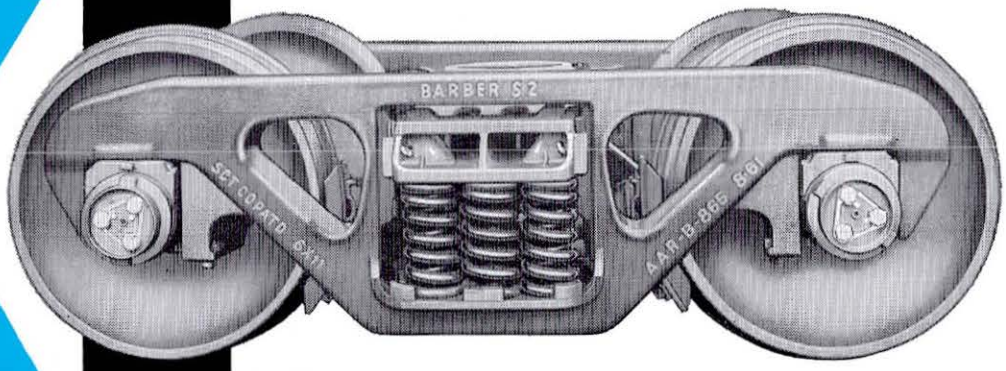

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Up to 1800 automobiles in a single train... from assembly plant to distribution point! Volume hauling in our special-design rack cars is one reason why your new car costs many dollars less than it might otherwise. ☐ We're constantly improving. That's why average rail freight charges are lower than they were ten years ago. ☐ In just one more generation there'll be 300 million Americans—50% more people requiring more production of everything ...and more good transportation. ☐ Dependence on railroads will grow and grow. And railroads will be ready for hauling the things you like...for the kind of living you like.

ASSOCIATION OF
American Railroads

GROW, GROW
BY THE RAIL WAY

RAILWAY AGE
THE TRANSPORTATION WEEKLY

SPECIAL REPORT:

WHO WILL TAKE THEM FROM HERE?

The big bonanza in railroad container traffic will come from land bridge operations between Japan and Europe.

ACRES OF CONTAINERS await shipment to various points at New York Port Authority's bustling Port Elizabeth, N.J., terminal.

It has been variously called the container age, era and revolution. And it has been said that it is here now—or just around the corner.

But regardless of label and its position in time, there's no doubt that the new phenomenon known as containerization is making outstanding advances in 1968. Construction of new containership facilities on both coasts is proceeding at a rapid pace; more than 20 ship lines are now plying the Atlantic with containers in their vessels' holds; the Japanese begin containership runs to the U.S. west coast this month, and each week brings announcements of more U.S. railroads setting up plans for entry into this new dimension of the piggyback concept.

● **How it all began.** Today's modern built-from-the-keel-up cellular containership is light years away in design and efficiency from the first vessel (a tanker with a platform top side to carry the boxes) that made an experimental run 13 years ago from New York to Houston for Pan Atlantic Corp., now Sea Land. Today there are some 50 specially-designed containerships in service with the world's shipping lines. By 1970 there will be more than 300. And some of the new designs make provision for roll-on, roll-off trailer operations.

It's estimated that the potential container traffic on the Atlantic is now equivalent to 4,500 20-foot containers each way each week. And this is ex-

THE RAILROADS LOOK TO THE SEA

Railroad participation in foreign container movements will get a big boost from land bridge operations. Santa Fe was first U.S.

pected to grow to 5,000 units weekly by 1970.

While the railroads are beginning to carry an increasingly large share of export-import container traffic, the real bonanza that may lie just over the horizon will be the inauguration of land bridge operations between Japan and Europe. Under this concept, Asian ships would unload containers on the U.S. West Coast, they would be shipped East on special unit high-speed trains for delivery to East Coast ports where they would be loaded aboard Europe-bound vessels.

Says Santa Fe's manager of market research, John A. Grygiel:

"Trying to quantify the containerizable traffic moving between the Far East and Europe is very difficult, but looking at the high-value traffic, we estimate that there is a potential of 45,000 twenty-foot containerloads annually. This is based on 1966 traffic. An imbalanced movement exists in this case with three loads to Europe for each load to Japan."

Santa Fe was the first U.S. railroad to announce a land bridge proposal, which was presented to some 20 steamship companies. It called for a minimum of 25 round trips per year between California and Atlantic ports for an 80-car unit train capable of carrying 160 40-ft (or 320 20-ft) containers on a five-day schedule with one-day terminal time at each end. Customers would pay Santa Fe $144,000 per train per round trip with the shippers furnishing both the cars and the containers.

The land bridge traffic could originate at a number of California ports—Los Angeles Harbor, Long Beach, San Diego, Oakland, San Francisco, Richmond or Stockton and move East to connect with Penn Central near Streator, Ill., for movement to port facilities in New Jersey.

Santa Fe has also come out with another plan that differs from the first in that charges would be on a single- or multi- car basis with a sliding scale of rates. Charges of $1,320 per loaded car in shipments of one to ten cars, down to $1,020 per shipment of 31 cars or more, are provided for. In addition, the containers would be shipper owned but the cars would be rail owned.

In the past few months, other railroads have announced their land bridge

road to announce a land bridge proposal.

plans. Union Pacific and Norfolk & Western agreed to cooperate on the container operation, along with Western Pacific.

A Norfolk & Western spokesman said that joint venture was about ready to put together a 10-car container shipment for Europe-to-Japan movement—its first land bridge arrangement—but the recent labor troubles on the East Coast piers forced cancellation of the shipment.

Among other railroads that have subsequently become links in East-West land bridge container plans are the Chesapeake & Ohio/Baltimore & Ohio, the Reading, Jersey Central, Burlington, Northern Pacific Great Northern, and the C&O/B&O affiliate—the Staten Island Rapid Transit Railway.

C&O/B&O's C. R. Zarfoss, vice president-merchandise freight group, believes the land bridge operation "may well create a revolution in world trade. This method is faster and more efficient than shipping all the way by water, through the Panama Canal." He said all of the traffic will be brand-new business for U.S. railroads, since previously it moved entirely by water and never touched American shores.

With the N&W, C&O/B&O would serve Hampton Roads, Va., and in addition run trains into New York, Baltimore and Philadelphia.

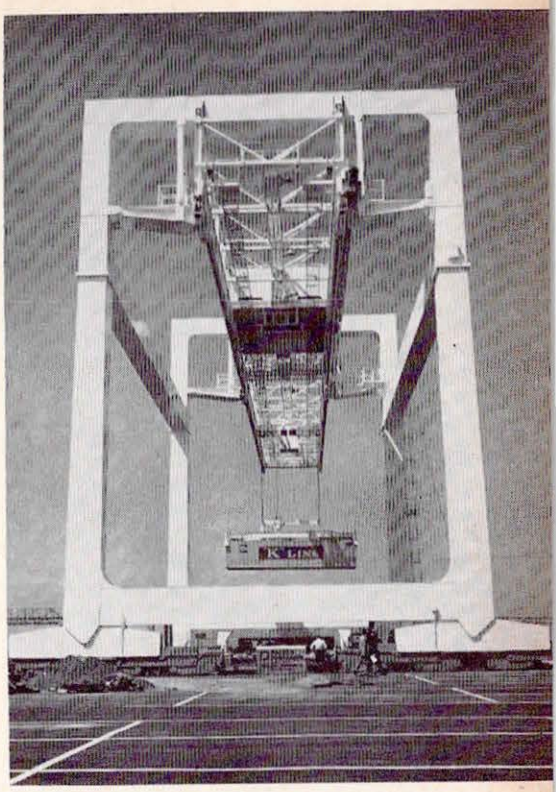
• **Key role for Chicago?** The Midwest and Chicago have been mentioned as possible distribution centers that could be incorporated into the land bridge concept. However, Chicago's role in the trade can not be assured because the land bridge rates filed by the railroads involved in this system are for direct cross-continent unit train shipments of containers. No provision has been made yet for dropping off or picking up containers at important terminals such as Chicago.

N&W's Robert B. Claytor, vice president-law, sees the land bridge plan as a significant development for international trade, but says that one of the greatest problems facing the plan is fear of innovation on the part of many businessmen. He said, however, he was confident that a consistently efficient operation would overcome any initial reluctance.

Federal Maritime Commission Chairman John Harllee said the railroads have the key role in the land bridge concept and they must participate in the establishment of rate structures that will enable a shipper to transport his goods cheaper and faster than by an all-water route. He said that for a service that "has yet to produce one container load of traffic I dare say that the United States land bridge concept, between Europe and Asia, has kept more rate-and-planning people burning the midnight oil than anything else in the transportation field in recent times." The Maritime Commission is studying the shipping acts to determine whether it has jurisdiction over what essentially may be labeled a foreign-to-foreign movement that is loaded and unloaded at U.S. ports.

• **North of the border.** Land bridge has been a topic of railroad discussion in Canada for a long time. Both Canadian National and Canadian Pacific have made extensive studies of its possibilities and are moving ahead to get their operations going.

The first step toward the land bridge operation has been taken by the Canadian Pacific Transportation Group, which announced plans to spend $31 million to set up year-round container service between Quebec, London and Rotterdam. It would begin on a limited scale next April, with two ships.



LOWERING THE BOOM

A new pier-side crane for handling containers. The Paceco unit towers over Oakland, Calif., port.

While aimed at tapping the container market between Eastern Canada and Europe, the operation would be developed over five years to be a true land bridge across Canada to link Europe with the Orient.

To complete the Canadian portion of the service, CP Rail and CP Express, members with CP Ship of the transportation group, will spend about $5 million to buy rail container cars and install terminal handling facilities at Quebec City.

Canadian National hasn't been dragging its feet on developing a containerization capability either. CN has been working with Manchester Lines in an attempt to get a Pacific ship line to link up with for a land bridge hook up. Canada's first true container port opens in Montreal next month, and work is well along on container facilities at Quebec and Halifax.

There have been some expressions of concern in Canada that the U.S. night establish a strong lead in the race for traffic, forcing Canadian transportation companies out of the land bridge movement.

The National Research Council has warned that "within 12 to 18 months the American railways will be taking advantage of economies of a scale available with containers in the same way as the steamship operators have done, are

MORE ELBOW ROOM IS NEEDED AT CONTAINER PORTS

doing, and will continue to do."

The Council called for an all-out effort to develop a Canadian land bridge operation.

● **Problem of rates.** Speakers at the Containerization Institute's fall conference in San Francisco earlier this month covered a wide range of problems facing containerization. Arthur C. Novacek, president of the Institute and a vice president of Grace Line, said that thus far "The container revolution seems to be centered in the shipping industry." And he added that the railroads and the truck lines will do "only what is economic for them" in containerization. "That is what we do in containers. The containers that you have depend much on your trade route and your position in that route."

Southern Pacific's Traffic Vice President Frank E. Kriebel said SP is "optimistic about the long-term potential of containers, and we are ready to run land bridge trains of containers whenever required. At the same time we recognize the real problems of standardization and utilization of equipment, as well as the need for efficient handling between carriers."

SP has formed a new subsidiary, Southern Pacific Marine Transport, Inc., a non-vessel-operating common carrier.

"Its through bills are negotiable, and its shipment responsibilities extend from origin to destination on international traffic," Kriebel said. "SPMT also acts as an agent for the Army & Air Force exchange service program, by consolidating shipments at East St. Louis into either trailers or containers for direct interchange with several steamship companies at San Francisco and Oakland. Use of containers minimizes further handling and transfer costs at the ports."

Kriebel said Japanese National Railways is planning to move containers of U.S. military cargo between inland points in Japan and inland U.S. points. The Japanese would use 20-ft and 40-ft boxes in the traffic.

● **Competition from trucks?** As the land bridge concept has been spelled out, the large volume traffic is ideally suited for rail movements, most trucking spokesmen agree. William G. White, chairman and president of Consolidated Freightways, said most large motor carriers derive most of their revenue from LTL shipments and comparatively little revenue from import or export traffic, so the railroads' action will have little effect on trucking operations.

The truckers are most active in containerization involving short hauls where container-on-flat-car service is uneconomical for distances of less than 200 miles and only marginally economical for distances up to 300 miles. In the case of the New York Port Authority's container operation at Port Elizabeth and Port Newark in New Jersey, up to 50% of all marine container movements are carried overland to the ports in domestic trailers as pier-to-pier or pier-to-house container movements. These have to be removed from the trailer and stowed into ocean-going containers by pier labor.

Truckers' big gripe

Truckers can name several reasons why they haven't accepted containerization with open arms. A big gripe is that the overseas shipper often overloads the container, requiring the motor carrier to unload a portion of the cargo to make the container comply with the various state highway weight limitations encountered on route to the consignee. Another complaint is the differentially higher tare weight of the container-on-chassis unit.

● **A problem:** The steamship companies favor 20-ft containers, because certain European countries as well as Australia and New Zealand will not allow trailers of 35 or 50 feet on their highways. The truckers prefer the longer boxes and object to the extra handling and loss of time involved in coupling two 20-footers together. The ship lines say that for a specific trade the density of cargo approximates 28 pounds per cubic foot. Since many of the ocean rates are on a weight basis, they contend that if this same cargo moved forward in 40-ft containers, the earnings for space occupied on the vessel would be drastically reduced.

● **Port work progresses.** Impressive things are being done on both East and West Coasts to accommodate the growing container traffic. At Port Newark, N.J., for example, a railroad classification yard costing $457,000 is planned to speed rail pickup and delivery of sea freight. The rail yard will be available for use by transcontinental container trains in the land bridge. Last year, more than 23,000 cars were handled over the port's 50 miles of track.

On Staten Island, N.Y., American Export Industries, Inc., is building a $40-million pier-terminal facility. It will have three ship berths, six warehouses and railroad and truck freight yards. Additional ship berths and facilities are to be developed on the 700-acre site in two subsequent construction phases set for completion in 1971.

On the West Coast, at Oakland, land has been specifically reserved for container unit trains in service in the land bridge plan. Other projects directly related to containerization are under way at Portland, Seattle, San Francisco, Los Angeles, Long Beach and San Diego.

● **A 'Trailer Train' for containers?** A number of transportation experts, including Trailer Train President James P. Newell, believe there is a great need for container pools for use by all.

"I definitely think there should be two or more international leasing pools all around the country. I conferred with six steamship lines in New York eight months ago to see if they were interested in establishing a pool. I found an awful lot of jealousy between the lines, and they all thought the railroads should handle a pool because the containers are on the ground and in the country more than they are on a ship.

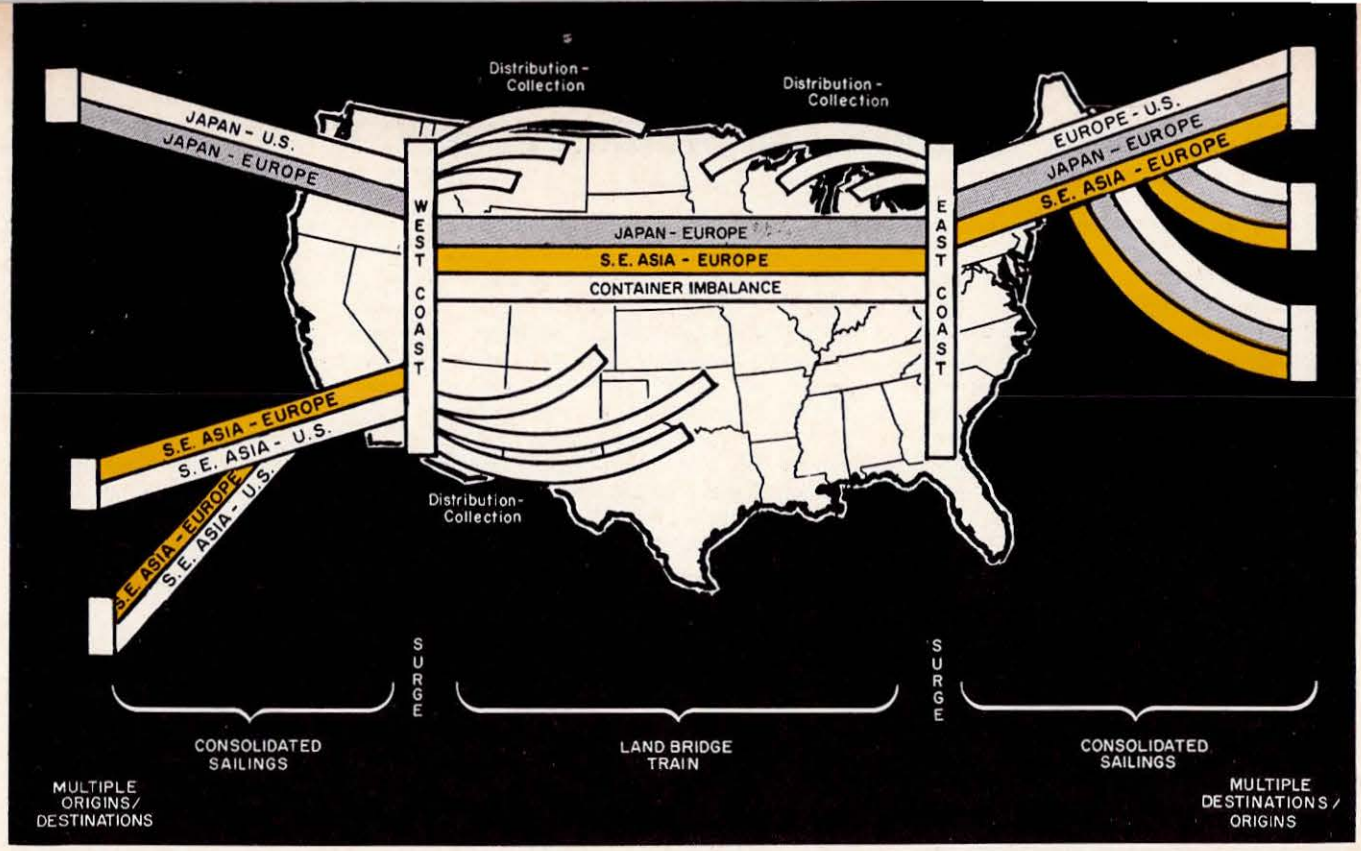
"Then I checked with three of our Trailer Train members and they said 'the steamship lines should own them.' What I wanted to set up was a company owned by the steamship lines, by the railroads, and by the major trucking companies, along Trailer Train's lines. But it got no place. There was just too much opposition."

● **Huge expansion ahead.** How does Newell feel about the future of containerization? "Two years ago, I made a statement in which I said that I was firmly convinced that there will be a tremendous and almost unbelievable expansion in the use of containers to handle traffic which moves intermodal with water carriers. I still feel that way. But there are a lot more problems that I never anticipated at that time. I'm still very pessimistic about any great use of containers for domestic traffic—traffic that originates and terminates in this country.

"You might ask why we built an all-purpose car. We did it for this reason—and spent about $200,000 to get that car, with the carbuilders spending a like amount. We reasoned that we have been successful at Trailer Train because we developed a piggyback car when several railroads were convinced that piggyback would be a success. And as piggyback grew, here was a good, standardized car that they could get in a hurry, on a per diem basis, without investing their money.

"Now suppose containers did take hold. You'd have four or six carbuilders all trying to produce the best container car, with each railroad going its own way. What chance is there for standardization? So I said, let's get a container car, have it on the shelf, and if containerization grows we'd have it."

To date, Trailer Train members, ordering cars as they need them for containerization, have "taken off the shelf" 130 container cars and 531 all purpose cars for their TOFC/COFC service.



LAND BRIDGE PLAN is expected to sharply change present Atlantic and Pacific Ocean trade route patterns.

SPECIAL REPORT:

Land bridge will alter trade routes

The Penn Central-Santa Fe plan for land bridge operations by railroads has been the subject of intense discussion recently. Here, George R. Wallace, PC general manager, market research, in response to questions from Edward F. Donlon, Railway Age managing editor, tells just what is encompassed by the plan. Wallace also has some provocative comments about the land bridge concept in general.

Q. The land bridge concept has been widely discussed lately, and Penn Central is one of the railroads that has proposed a plan. Is there any target date for beginning operations?

A. No, we really don't have any time schedule. We have discussed it with all of our customers and connections and are ready to go, and our sales people continue to police the waterfront. But this is one of those tenders that doesn't require any further activity on the part of the railroad until we get some firm interest from a customer.

Q. The terms "retail" and "wholesale" have been used in connection with the land bridge concept.

A. The wholesale concept presupposes a unit train of some size to be moved a minimum number of trips per year. In our case, we started off at 25 round trips that would be subject to some negotiation, on a round trip charge per trip. In our concept the containers, though not necessarily the cars, would be the property and in the custody of the customers—the ocean carriers or their representatives. The retail concept provides a sliding scale in what is essentially Plan III, from one car up at so much per car per trip, with no mention made of the cost of moving empties and so forth and no stipulation as to round trip. Incidentally, these are all circulars —not tariffs—because as foreign-to-foreign traffic it's not subject to Commission regulation as to price.

Q. How will the land bridge affect world shipping?

"Container imbalance could be reduced by pool operations"

George R. Wallace, market research manager, Penn Central

CONTINUED ON NEXT PAGE ►

"NOBODY HAS ENOUGH CONTAINERSHIPS YET"

A. The retail concept presupposes the continuation of present world trade shipping patterns, primarily in foreign flag vessels. The Japanese, for example, in bringing import goods to the United States, undoubtedly will take advantage of an import capability to send a few containers across the country or into the center of the country—and are doing that now in some quantity. As the Japanese get more expensive high speed vessels that require better utilization we expect that there will be some marginal movement from the West Coast in retail land bridge traffic, together with domestic, with a certain small number of the containers in the shipment going on to Europe.

Q. Will there be much retail westbound container traffic?

A. There will be fewer movements in that direction because of the high westbound freight rates in the Pacific. On a straight economic basis, Pacific Conference rates discourage Europe-Asiatic land bridge supplementation more than the Atlantic Conference discourages Asiatic-European movements. But this business is retail, and in a sense it reinforces or bails out the present shipping pattern to some extent.

Q. What effect would the wholesale concept have on shipping?

A. It would make it possible for a Japanese line, for example, to run high-speed container ships with its European and U.S. domestic freight across the Pacific, then to take back—in addition to its U.S. export trade—the backhaul from the European lines that has moved across the U.S. by rail. Similarly, the European can run from his own ports with both his U.S. imports and his Japanese freight, move it across the U.S. by railroad, and give it to the Japanese. He can then return to Europe with not only U.S. exports, but his share of the Japanese-European business in his ship.

Q. Then the wholesale land bridge plan could cause a complete shift in the patterns of world trade?

A. Yes. A ship in the Japan to Europe service, for example, would not have to tramp around the world stopping at Mozambique, Calcutta or Singapore looking for marginal cargo to complete his trip, since he can't go back to Japan the same way and with the same sort of load he went out with because Europeans have opted to do that themselves. So it would require a complete shift in world trade, but it is the means whereby earnings on high-speed containerships can be optimized, where the aspirations and the requirements of the nationalistic or proprietary shipping line can be met, and where the railroad can participate as an intermediary and give them service and flexibility in the balancing of empties that nobody has today.

Q. What will it cost the ship lines?

A. The cost across the U.S. must necessarily be much higher than the cost from say some point around the Hawaiian Islands to some point in the center of the Atlantic via the Panama Canal. We cannot meet that price. But we don't have to meet it because we're doing something for them they can't do. We're allowing them to marry U.S. and European traffic for the ocean haul. We're allowing them to balance their containers. And we're allowing them to get the European outbound as a return load in addition to what they ordinarily would bring back, and we reduce their over-all time.

Q. How would the problem of container imbalance be met?

A. If the concept is implemented, the lines should pool their containers and container imbalances wouldn't have to go from home port to home port, but could go to and from a major classification yard—to use a railroad analogy—on the West Coast or the East Coast. The only water-borne empties that would be required would be the net imbalance at those points themselves, not what was caused by the proprietary imbalance of the European house handling the outbound containers from their country, and the Japanese house handling it outbound.

Q. Why hasn't the wholesale land bridge been implemented?

A. The reason why, despite a great deal of interest, it hasn't flown up to this point is that nobody has enough containerships yet to be willing to start tearing down their present handling patterns and facing the changed economic facts that the containerships represent. It means a worldwide getting together, it's a big thing. That's why we worked it out carefully, not expecting any immediate flashback. But we didn't expect publication of a retail rate which has the effect of keeping this from happening. It lessens the pinch on the present system's deficiencies by making the capability possible at a high price, for the marginal part of the operation and in small volume. Essentially, it can reduce the cost to present operators.

Q. Then you believe the volume potential for the retail land bridge to be small?

A. Yes.

Q. How do you see the land bridge concept being developed?

A. There's no reason why it can't be operated by a consortium of the vessel operators themselves. Four or five European lines could get together with the major Japanese lines. But up to now they haven't, because up to now they haven't had cost pressures caused by a fleet of containerships.

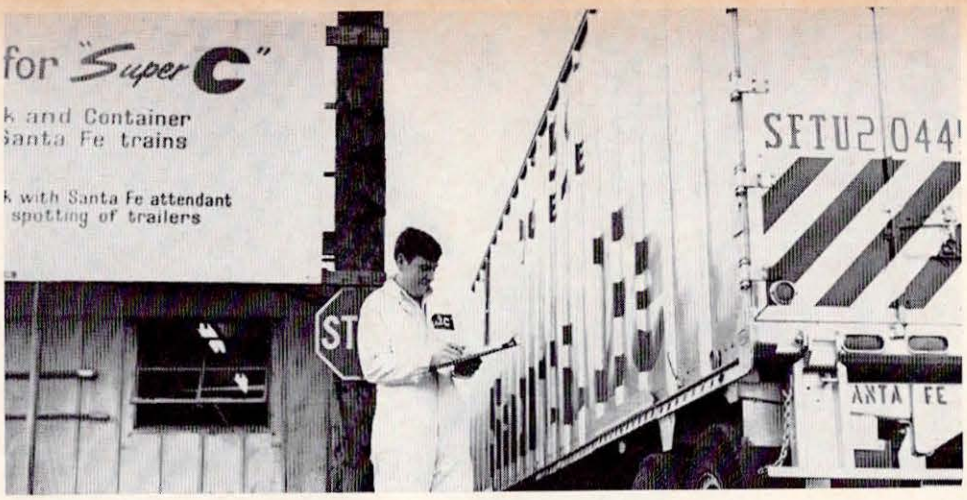
Q. Will new ships now planned be enough to implement a land bridge project?

A. This actually represents an economy in the use of ships. It would provide the best use of ships, because they would run full between major ports on direct runs, not making any intermediate stops, and not carrying any more than the absolute minimum number of empties demanded by the complete and real imbalance on the system. They wouldn't carry what you might call structured empties. There's a tremendous amount of structured empty movements in present patterns which is now reflected in empty hold space. But when it gets reflected by containers—with their higher capital cost—and hence a premium on time, the penalty for having it is going to mount pretty rapidly.

Q. How does the railroad fit into the operation?

A. The railroad's role will be simply to sell transportation between the East Coast and the West Coast. We don't care who we sell it to. We would just as soon sell it to a freight forwarder. But we think that maximum economies can be realized by all concerned if we sell direct to a consortium—or to an individual carrier.

(Continued on page 52)

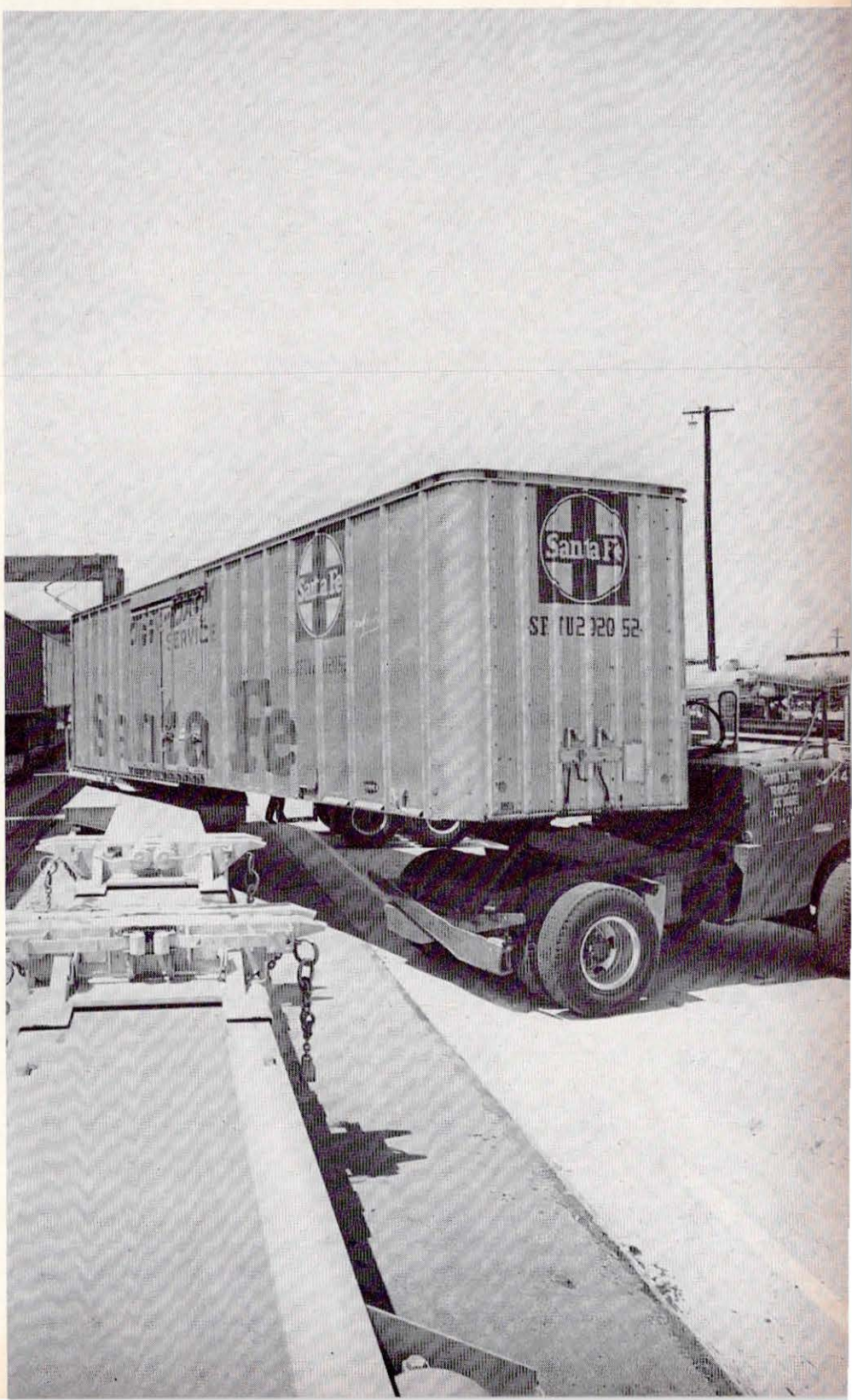


MARK UP ANOTHER TRAILER for Santa Fe's "Super C" as a driver pulls past the ATSF checker at Corwith Yard, Chicago. Below, a van is placed on the train.

SPECIAL REPORT:

"Super C" proves the long haul can pay

Low traffic volume but high performance for ATSF train.



Will shippers pay railroads a premium for speed—dependable speed? Can railroads deliver the goods, as promised? In both cases, the answer comes up "yes," if Santa Fe's experience with "Super C" is any indication.

There are qualifications. This 40-hour Chicago-Los Angeles speedster for trailer or container traffic hasn't yet developed volume. Rates, some say, need adjustment. But there have never been questions regarding Santa Fe's ability to perform as advertised.

Vice President-Traffic T. M. Caiazza puts it this way: "Since we inaugurated the train in January of this year, we have consistently made the 2,200-mile trip in about 36 hours, or four hours ahead of time. There have been only two occasions when we did not make the 40-hour schedule, both caused by a freight derailment ahead of 'Super C.' Volume has been spotty—but there have been encouraging signs during the past few months. For example, we moved a large share of the California strawberry crop on this train this year. There has been some increase in westbound business, too, which tends to confirm our original market research indicating that there is a potential for a premium service at premium rates."

SPECIAL REPORT:

Big market ahead for containers

Railroads are expected to lease large numbers of trailers in boxes to meet traffic demands.

Mort Crockett says railroads will need more equipment.

The railroad industry's van trailer and container fleet is expected to be growing at the rate of 32,000 units per year by 1977, according to a transportation authority in the aluminum industry.

Mort C. Crockett, transportation industry manager for Kaiser Aluminum, and chairman of the Aluminum Association's transportation committee, said the total railroad piggyback and van trailer fleet will be about 198,700 units by 1977. This compares with an industry fleet of about 70,000 van trailers and containers owned by railroads and leasing companies at the end of 1966.

● **Large sums involved.** At the current price range of $1,500 to $1,800 for 20-ft. containers without chassis or wheels, and $4,200 to $5,000 for 40-ft dry van trailers, the amount of money that will have to be invested in new equipment will be substantial. How will it all be financed? Crockett has some ideas about that.

"I think there will be three different ways that a railroad will be able to acquire trailers and containers. They'll be able to obtain them on a net lease finance basis, on a conditional sales contract basis, or they'll be able to obtain them on a fully-maintenance lease basis from a leasing company."

Because containers and van trailers are generally depreciated over eight or ten years—as against 15 to 20 years for a railroad car—Crockett doesn't believe financing will be through equipment trusts.

"You're looking for a different kind of money with containers and trailers," Crockett points out. "With equipment trusts you're looking for pension funds and long-term investments, but with containers and trailers you're looking for short-term bank money. It will be a different kind of financing."

● **Much leasing.** Crockett says he believes there will be a great amount of leasing because it frees railroad capital for other investments, and provides protection against technological changes that could quickly outmode a railroad's own trailer and container fleet.

It was pointed out that among the technological changes under way today are moves to widen trailers to 102 inches, and approval by more and more states of double- and triple-bottom highway rigs that will probably be using 27-ft trailers instead of the present 30- or 40-footers.

While the ship lines are the primary purchasers of containers today because they have the ships to fill and no one else will buy the units if they don't, this situation isn't expected to last.

"As the container movement gets under way," says Crockett, "more and more leasing companies are recognizing that they're going to have to have containers in different places to serve different people, and one shipline may not always have a balanced system." He said U.S. Lines, for example, might need containers in Hamburg, Germany, but not have any available at that point. Through leasing, that line could get use of the boxes, and at destination perhaps turn them over to a Japanese line for their use.

"This is the interchange that the railroads have today, and I think it's going to come to containerization through leasing companies," Crockett adds.

● **Solving the size problem.** He believes that the growth of containerization has been impeded and complicated by shipping companies investing in a variety of incompatible container sizes, ranging from 24-ft, to 35-ft boxes on two lines, to the now accepted standard of 20-, 30- and 40-ft containers. One possible solution to the problem of container incompatibility will be the addition of adapters to vessels so they can carry any size unit.

"And I think that the truck lines must recognize that containerized freight can be not only be an addition to their business, but may well supplant business that they currently have. So they're going to have to haul containers, and they're going to have to develop rates and costs that make it permissible to move a container via truck. They're going through this stage right now. I think the whole intermodal concept of containerization has to come into being before you really see the full flower of the container movement as we all believe it will develop."

Crockett believes the containerization movement has been given new impetus in the past two years by the acceptance of standards for containers, the government's assistance in extending subsidies to containership operators, and such developments as Sea Land's extension of its service into the North Atlantic trade.

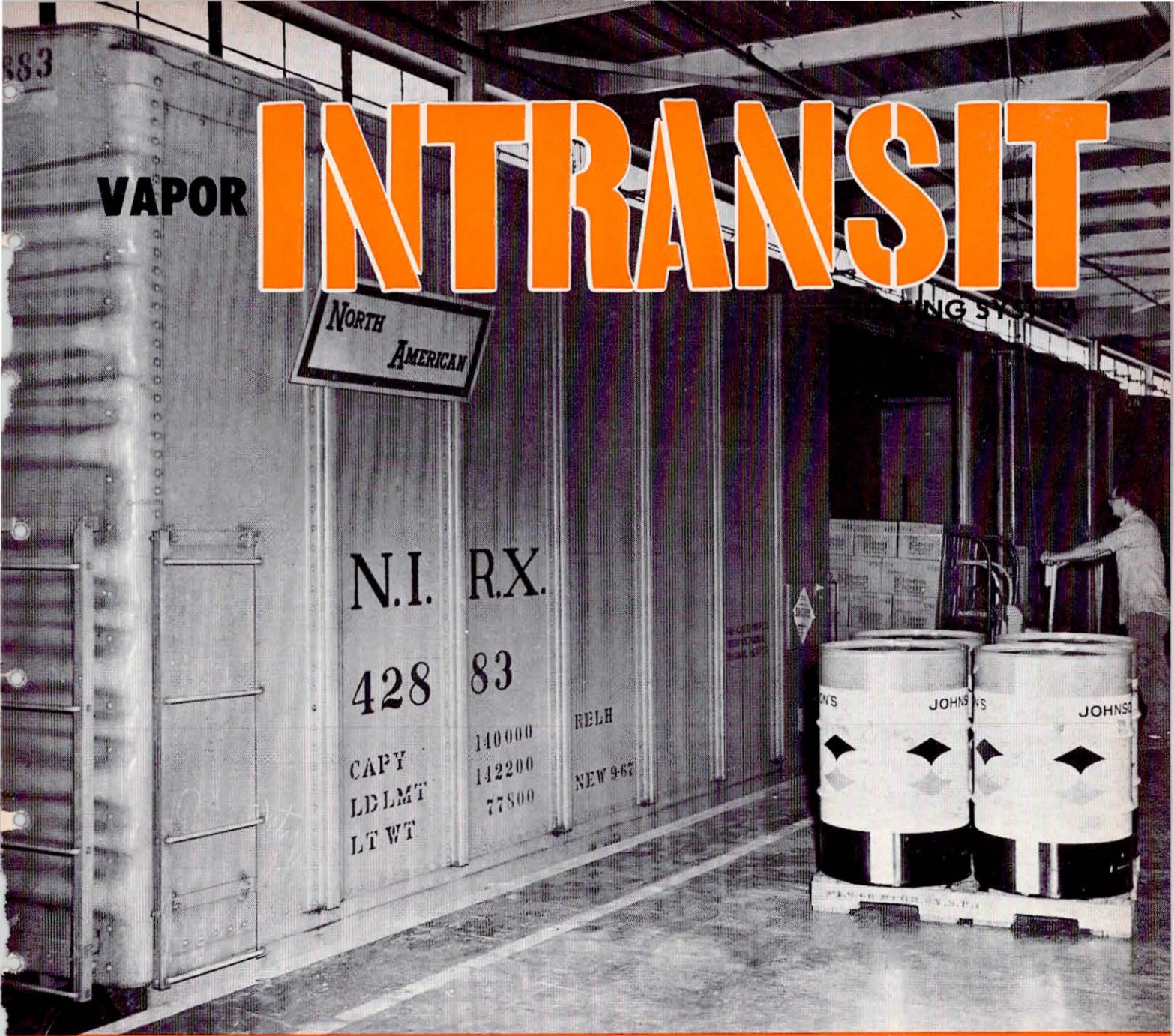
● **"Advantages will prevail."** "And the establishment of intermodal movement of containers, a single bill of lading, and some kind of rate structure that will make it attractive for people to ship in containers are a basis for moving ahead rapidly." He said the problems that are holding back containerization—in relationship to the advantages—are such that "we think the advantages will prevail."

The railroads, says Crockett, have a substantial stake in containerization.

"For years the aluminum industry has spent an awful lot of money, time and effort to try to get acceptance of an aluminum box car—this being the big volume purchase every year by the railroads. It's been a frustrating thing because we really don't have an alu-

(*Continued on page 56*)

VAPOR INTRANSIT



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Circle 20 on coupon page 81

OCTOBER TRAFFIC POLL

QUESTIONS

1) Do you believe that containerization can be the basis for developing a better materials handling system for your company?
YES (49) NO (13)

2) Do you believe the railroad industry should take the initiative in implementing a workable containerization system?
YES (50) NO (10)

3) What has been the greatest obstacle to the development of containerization?

a—Lack of a through rate	(11)
b—The container standardization controversy	(31)
c—The attitude of the carriers	(23)
d—The attitude of the shippers	(8)
e—Other reasons	

For answers to Question No. 3, see the accompanying text.

Note: Poll respondents did not answer all questions.

Containerization: Rails should lead

Shippers say a workable containerization system needs a push from the railroad industry. Many see lack of standardized equipment as a big obstacle.

Railroads should lead the way toward a workable containerization system. That is the belief of the overwhelming majority of industrial traffic managers responding to this month's Traffic Poll.

Attitudes are not so clearcut when shippers are asked about obstacles to the development of containerization. As indicated in the table above, 31 Poll respondents think that the container-standardization controversy has been the prime hindrance to expansion of containerization. Twenty-three shippers said they thought the greatest obstacle to containerization has been the attitudes of the carriers.

Among the hindering attitudes of the carriers which were most often cited were the poor service (by all modes), high rates, and refusal to pay claims.

• **"Substantial impact."** Among shippers who voted "Yes" to the first two questions in the Poll was P. W. Gosling, regional traffic manager, F. W. Woolworth Co., Edina, Minn.

"The questions you ask in your Poll are quite broad, especially No. 3, 'What has been the greatest obstacle. . . .' [to the development of containerization]," Gosling said. "I can only say it would appear to be a combination of all the factors . . . The thing that concerns many of us is that piggyback and containerization are now of age and are having a substantial impact on the shipping public and the transportation economy.

"What direction will piggyback and containerization take in the future? Many of my business acquaintances have expressed the opinion that there seems to be a trend away from the full service plans that place less reliability on the railroads. It would be nice to see an over-all picture of what the railroads plan on doing with piggyback and containerization. Are they letting it grow like Topsy, or is there some thought and control behind their expansion programs?

"I feel we shippers would very much appreciate knowing the railroads' future plans for piggyback and containerization.

"I also feel," Gosling concluded, "much more could be done in connection with their tariff publications—perhaps a single tariff covering piggyback and containerization rates. Also, certain bureaus do not have any published rates and the majority of published rates do not indicate whether they apply to containers or what type of piggyback plan the rates actually apply to."

• **Specialized container.** Also voting "Yes" to the first two questions in the Traffic Poll was K. L. Braidwood, traffic and export manager, The Glidden Co., Toronto, Ont. "There should be a feasibility study of a specialized container which could be moved on permanent caster ball rollers or wheels," he wrote.

"Such a container could easily be moved with the aid of a regular tow truck, or other motive vehicle, or even, in some cases, by manpower," Braidwood continued. "The movability would make it a very flexible container in a plant, warehouse, shipping dock and other location. It could be moved (with special type shipping and receiving docks) on and off special railcars—or even ordinary cars, including box cars —without the necessity for special expensive lifting and moving equipment.

It might be particularly advantageous for light materials or products with a high cube. It would be particularly applicable for use where there are no expensive mechanical installations for lifting and moving containers. The railway could develop the use of such containers with a per diem charge when the container is not in the possession of the owner."

● **No panacea.**—Several Poll respondents deplored what they described as a belief that all transportation problems will be solved through universal application of the principle of containerization.

One such shipper was Frank C. Becht general traffic manager, Falstaff Brewing Corp., St. Louis, Mo. "From the numerous articles one reads regarding containerization (almost as a panacea), one would be led to believe there is general clamor among all shippers for containerization now," he said.

"I have not detected this deep and general shipper interest," Becht went on. "If there were, in fact, such a broad interest and a general recognition of certain substantial advantages to be derived from containerization, the rail carriers and all other carriers would have been stimulated now toward resolution of the inherent problems. My personal view is that the economic need to balance outbound and inbound container movements is an important aspect of the problem."

● **"Tremendous potential."** Among Poll respondents who were enthusiastic about the future of containerization was Miles F. Tamisiea, general traffic manager, Theo. Hamm Brewing Co., St. Paul, Minn.

"I believe that containerization has a tremendous potential," Tamisiea wrote. "It should be an area of great growth for the railroads. I hope that the railroads have enough foresight to expand their facilities and go out to capture this type of traffic. Containerization should not be looked upon as premium traffic, like the rail carriers look upon piggyback."

G. J. Mason, director of transportation and distribution, Wyandotte Chemicals Corp., Wyandotte, Mich., expressed his enthusiasm for containerization this way:

"I sincerely feel that containerization of shipments is the answer to efficient transportation. Once accomplished, carriers and shippers will feel the impact of its economic improvements which will provide increases in profits. This is one program that the railroad industry should push to completion."

J. A. Rowen, traffic manager, Foremost Foods Co., San Francisco, Calif., explained why he and his firm are proponents of containerization: "As a comparatively large export shipper we are

(*Continued on page 57*)

LUTHER MILLER

AS THE EDITOR SEES IT

BETTER CAR FORECASTING— Can shippers do a better job of forecasting their car needs? We raised the question in a recent "Viewpoint" editorial (Aug. 26, p. 72), noting that both carriers and customers stood to benefit if a more precise method of forecasting could be devised. The question was also raised, informally, at the annual meeting of the National Association of Shippers Advisory Boards in Las Vegas a couple of weeks ago. It has been raised at previous Shippers Board meetings; doubtless it will be raised again.

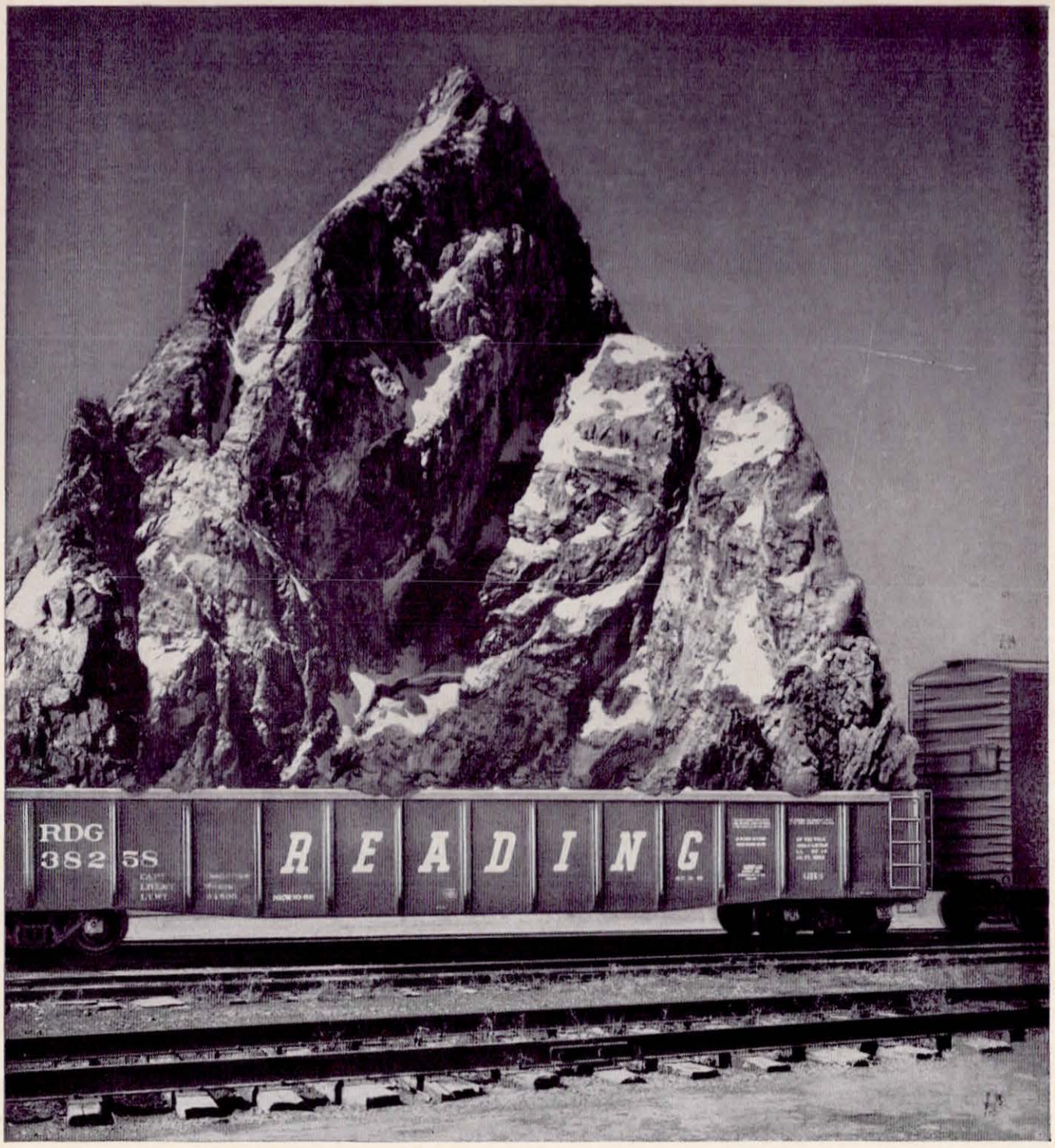
ONE SHIPPER'S ANSWER— Why so much talk and so little action? William B. Thomas, Jr., traffic manager of Gifford-Hill & Co., Inc., Dallas, suggests: "The usual alibi is, 'The sales department can't forecast that far in advance.' My answer to that is, 'They can if they want to.' " Mr. Thomas wanted to—and his sales department went along. What they achieved is worth study by all shippers.

A COMMON PROBLEM— The problem, as Mr. Thomas describes it: "Gifford-Hill has a large limestone crushing quarry and plant at Perch Hill, Texas, a local station on the Rock Island, 45 miles north of Fort Worth. There are three other major crushed stone producers located on this line, and our common problem is an inadequate supply of open top cars for stone loading. Two years ago I asked the Superintendent of Transportation what was necessary to give us enough cars, and he told me he needed precise information as to their proposed movements."

AN UNCOMMON SOLUTION— "With the sales department's help," continues Mr. Thomas, "we began preparing a rolling three-week forecast by day—by type of car—by customer—by destination—and by route. The forecast is now made every Thursday and mailed to a designated operating officer of every railroad participating in the traffic."

THE PAYOFF— Gifford-Hill's traffic manager concedes that the forecast requires a lot of work—"but it has proved to be our salvation. The Rock Island says they can see our business trend three weeks in advance, and work cars our way or hold them back, depending on the forecast volume. They are also in position to ask connecting lines for help and try to get the cars back after initial movement."

WHO ELSE?— Maybe the car-forecasting problem is too big and too complex to be tackled on a national level beyond what is already being done. But Gifford-Hill has shown what a single company can do to relieve its car-supply situation. Do other shippers have similar stories to tell? We'd like to hear them.



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Our ESP—Extra Service Program was developed to give you extra performance from prior-service Timken® "AP" bearings. And we give each remanufactured "AP" bearing the standard written warranty we give new Timken "AP" bearings.

But ESP stands for "extra bearing service", not extra cost. Sure our inspectors are firm in their judgment of wear, mis-fit, or potential problems. But they scrap only those parts that won't last through the next inspection period.

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To find out which of our three Extra Service Plans works best for you call our Railroad Division District Office or The Timken Roller Bearing Company, Canton, O.

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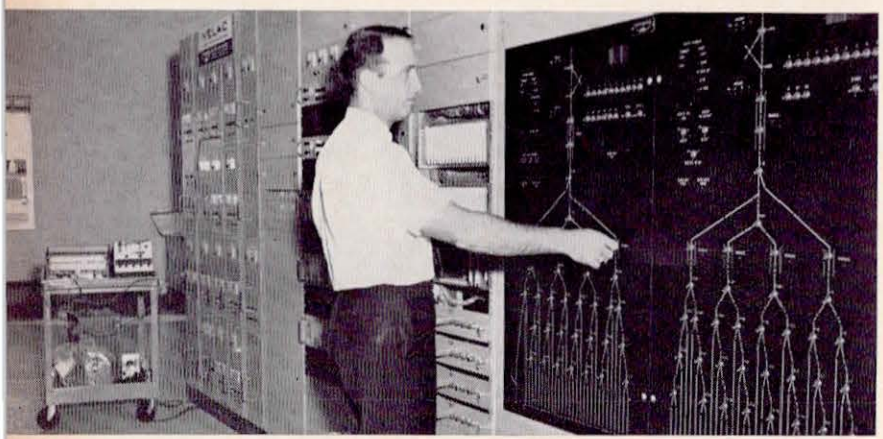
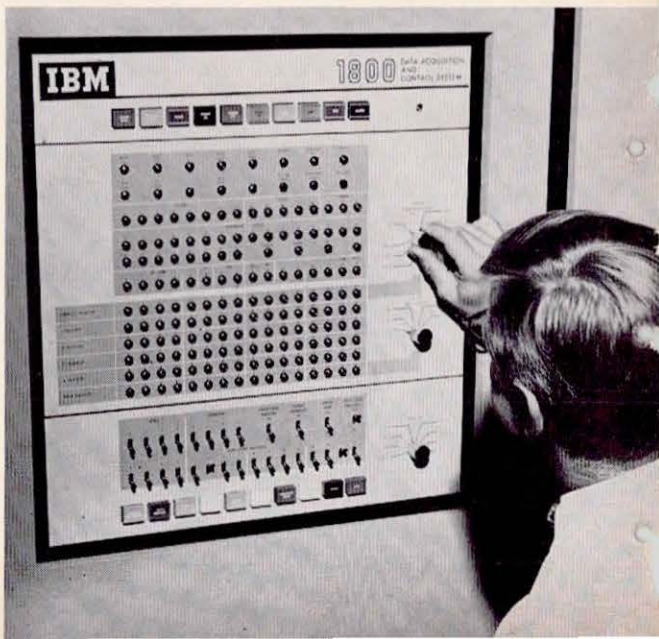
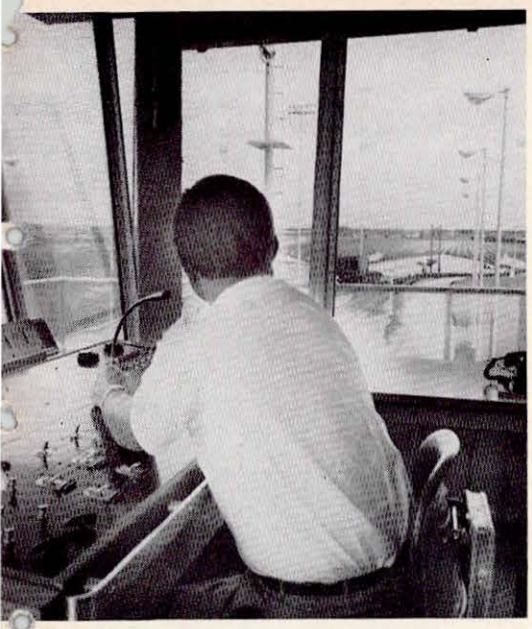
Circle 24 on coupon page 81

Bailey: New class at North





ACTUATING BAILEY are Wabco's Velac VR-2 classification system (above) and IBM's S-1800 process control computer (right).



TWIN FACILITIES, a characteristic of Bailey Yard, include dual controls in two hump towers (above), twin leads over hump, pairs of retarders. Two trains may be classified simultaneously with crossovers near crest permitting cars to be directed to any of 62 tracks.

NEW EASTBOUND YARD at North Platte with its pair of hump towers has permitted 1948 classification facility (top left) to be assigned exclusively for cars moving westbound. Complete blocking is now possible in both directions.

Platte

Union Pacific has spent $12 million for Nebraska classification yard that will yield benefits for the railroad and for its freight customers.

If Union Pacific were a pipeline, North Platte, Neb., would be the main pumping station, and a bi-directional one at that.

Sitting astride UP's double-track Omaha-Ogden mainline, North Platte is the key traffic-controller on the system, the funnel through which UP's heavy transcontinental traffic must pass. Thanks to a two-year, $12-million investment out there in the flatlands of south-central Nebraska, UP is now in a far better position to become a transcontinental racetrack—with substantial and immediately-attainable benefits to the railroad itself, to its customers and to its connecting lines.

The investment is Bailey Yard—named for UP's president, and officially opened last week in ceremonies presided over by Frank E. Barnett, chairman of the executive committee.

● **Picture of a yard.** And what did UP get for its $12 million? UP got:

—A freight classification complex which provides completely separate eastbound and westbound yards, with total capacity for more than 10,000 cars. The new yard, with two tracks over the hump, will be used for eastbound operations. The existing North Platte Yard, completed in 1948, will now be used exclusively for westbound classification.

—The capability for sharply reducing congestion at intermediate terminals.

—Greatly increased capability for offline blocking, both westbound to Southern Pacific and Western Pacific and eastbound through the Missouri River gateways. One example, eastbound: UP will now be blocking at North Platte for all Kansas City connections not just the major ones as in the past. And another example, westbound: UP will now be blocking in Nebraska for SP California points, Roseville, Oakland and San Francisco. At the same time, SP will be blocking eastbound for North Platte.

—Better control of all car movements, loads and empties. Westbound, for instance, UP's plan is to expedite cars west from the eastern gateways to the old North Platte Yard with minimum elapsed time, and then to get the traffic through on a basis of dispatching three schedules a day to the principal western destinations, Los Angeles, the Pacific Northwest and the Utah gateways.

● **Not unique, but . . .** In its application of technology, UP's facility is not unique—as UP people readily point out. Other facilities offer separation of eastbound and westbound operations, other yards have mated a process-control computer with the latest in yard operating systems. In the volume of business handled, however, the North Platte operation is a standout. The eastbound yard, for example, will be handling 2,000-or-more cars a day, with dispatch of 16 to 24 trains to Council Bluffs and Kansas City and to west-of-Omaha connections with Burlington at Grand Island and with Chicago & North Western at Fremont. And, despite UP modesty, the layout and the technology are worth a look. This is Bailey Yard:

—Receiving and departure yards are virtual twins, each with six tracks and 900-car capacity.

—The bowl, fed by the twin hump leads, is 62 tracks wide. Car capacity is 2,430.

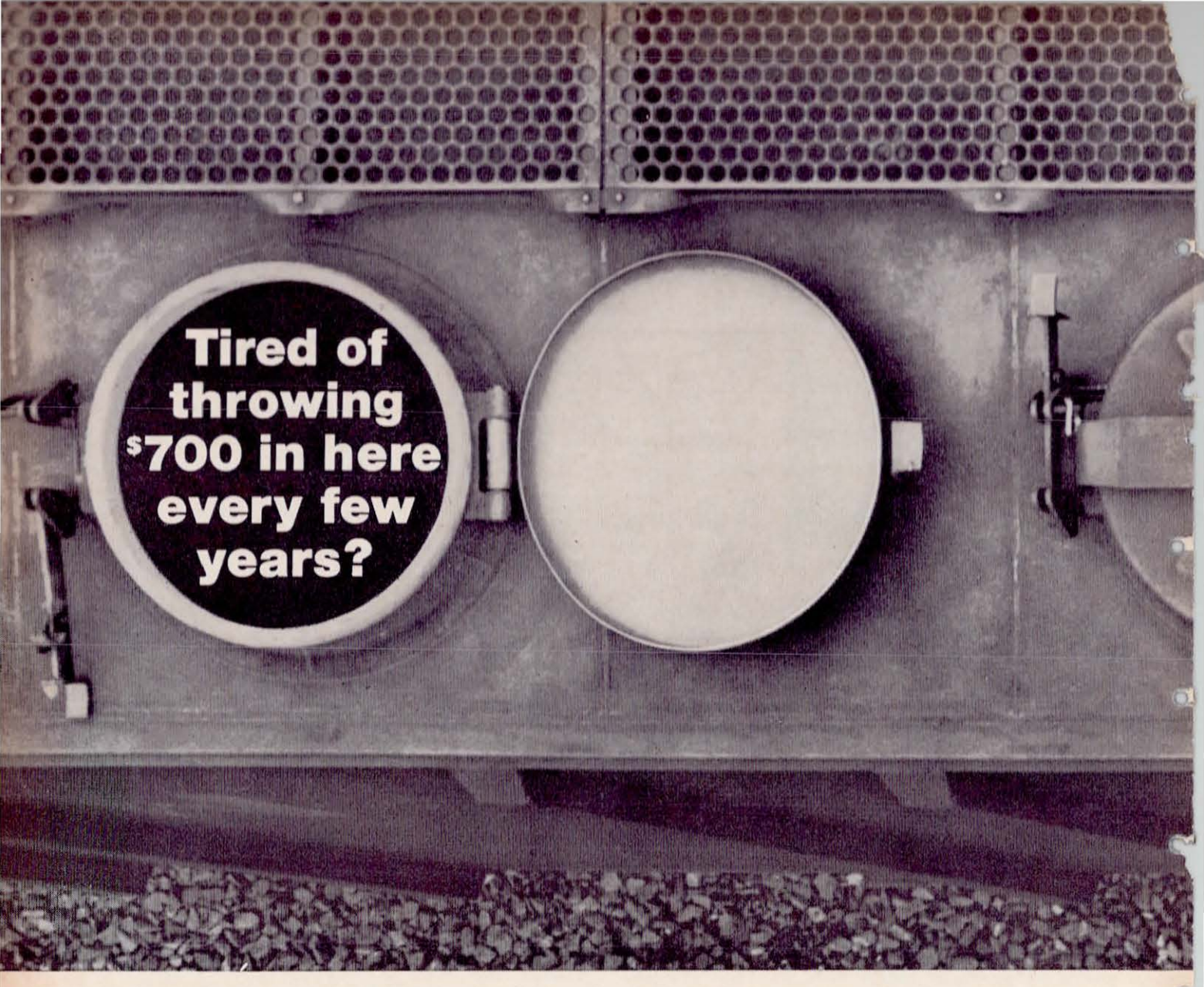
—Car movement into the bowl is controlled by two 88-cylinder, 278-foot master retarders and then by six 36-cylinder, 115-foot group retarders and two 34-cylinder, 109-foot group retarders.

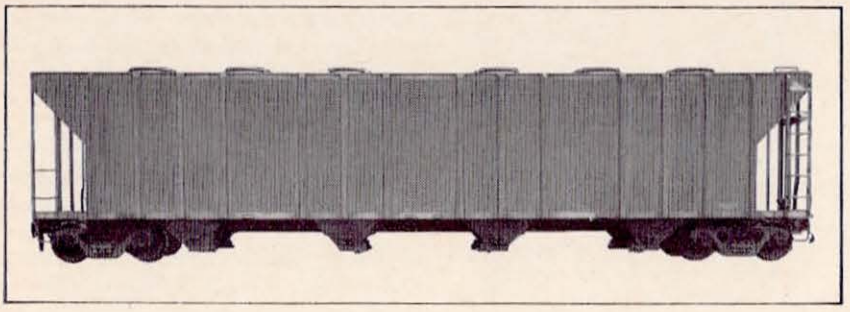
—Hump towers are equipped with dual control systems. Two trains may be classified simultaneously, with each tower feeding cars into half of the track groups in the bowl. Tower controls also permit single-train classification over either hump track to any of the 62 bowl tracks via crossovers installed between the crest and the master retarders.

—Control and execution of operations is handled through an IBM S-1800 process-control computer and the WABCO Signal & Communications Division's Velac VR-2 system. With this IBM/WABCO pairing, precise control of operations is assured, and a complete inventory of cars in the yard complex is readily available to yard operators and to UP's Omaha computer center.

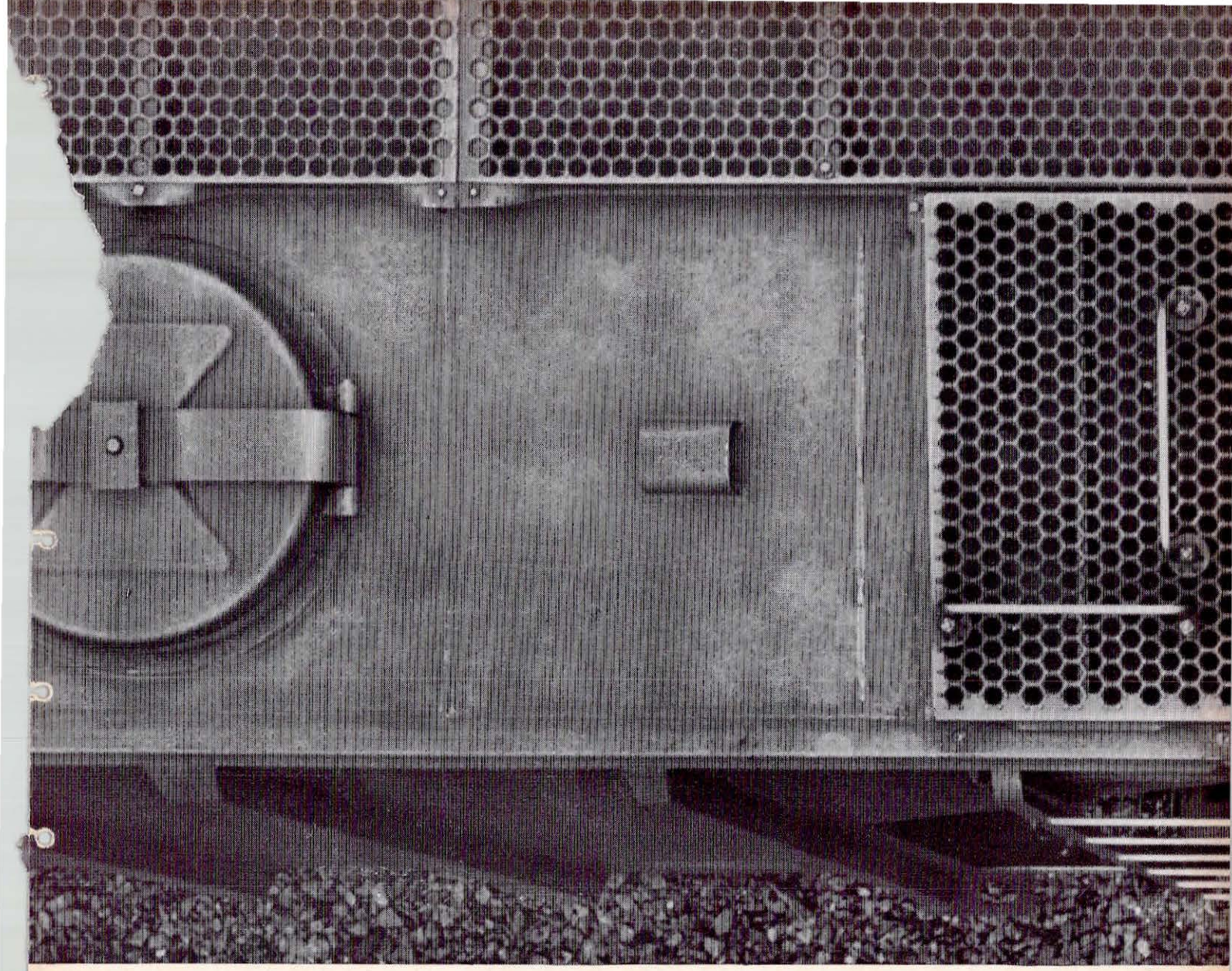
—Two separate locomotive-servicing facilities have been built, each with 40-unit capacity. There is 2,310,000-gallon fuel-storage capacity, and each diesel service center will pump fuel at a rate of 2,000 gallons per minute.

—Communications systems leave nothing to chance. The layout includes 110 talk-back speakers, 60 located between the west end of the yard and its center available for use by the humpmaster in the south crest tower; and 50 located between mid-yard and the east end of the departure yard, available for use by the assistant general yardmaster. The humpmaster's office is also equipped with 100-wpm teleprinter facilities for receipt of advance consists on all eastbound trains out of Cheyenne. Other communications include low-level intercom circuits for use by billing clerks, the terminal superintendent, computer-room employees and the train dispatcher in contacting the humpmaster; a high-level paging system with intercom phones to permit communication between mechanical department foremen and the engine dispatcher; a 12-frequency VHF radio system with separate channels for control of the hump yard, yard movements, train movements, car-inspection and transportation-department vehicles. In addition, Pacific Fruit Express is using two VHF radio fre-





Investigate aluminum-body covered hopper cars. They never need lining.



Why throw good money away, gritting your teeth every time a steel covered hopper car needs a plastic liner? It can happen two or three times over the car's service life—at $700 to $800 a crack.

A covered hopper car with a body of Reynolds Aluminum, on the other hand, needs no lining. It never rusts. Surfaces are smooth, gleaming, naturally resistant to corrosion. Just as it protects food products and other sensitive cargo from contamination, aluminum shrugs off the effects of the most corrosive ladings. This *no lining required* feature more than offsets the higher initial cost of an aluminum-body covered hopper, and generates big savings for you over each car's lifetime.

Aluminum surfaces are easily cleaned. Interiors may be swept down and hosed out quickly, easily —left to drain dry without fear of rusting. Not so with a steel hopper's interior. It must be re-lined or sandblasted to clean out built-up residue. (Just think about the cumulative effect of 3 or 4 sandblastings on slope sheets.)

Another factor: lost utilization, expenses incurred and revenues lost by down-time. It starts with the cost of moving steel hoppers to and from your shop. Then $700—$800 per car for relining. And, most vitally, missed payloads while cars are out of service. Those lost revenues can never be regained. (The cycle repeats itself for lining patch-up jobs . . . every two years on one major road.)

Aluminum's low-maintenance needs are far from your only plus-benefit. Lower deadweight is another. An aluminum-body covered hopper has substantially larger capacity than a steel car the same size. It can haul 7-8 tons more payload on every run.

Covered hoppers of Reynolds Aluminum bring you higher rates for off-line service, too. What's more, their light weight cuts round-trip ton mileage, reducing your operating costs. Finally, each delivers over $2,000 more in eventual scrap-value than a comparable steel car.

It's hardly surprising, therefore, that more and more railroads and shippers specify aluminum bodies for their covered hoppers all the time. Learn the full story. The men at Reynolds are the leading supplier of aluminum and aluminum know-how for railroad applications. Contact your local Reynolds office or write *Reynolds Metals Company, P.O. Box 2346-TM, Richmond, Va. 23218.*

MEMBER RPI aluminum

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ALUMINUM

Circle 25 on coupon page 81

Frank Malone

WATCHING WASHINGTON

PASSENGER COSTS, PLEASE—Will the avoidable costs of intercity passenger service please stand? This call from ICC may start the facing-up, at last. Responding to interested Congressional committees (RA, Oct. 14, p. 12), the Commission will try to identify the real money rails could save by dropping passenger operations. Commission Chairman Paul J. Tierney says the provocative Bureau of Economics figures were under-dressed and over-interpreted. He also says railroad estimates go heavy on the makeup.

NO PROFITS, REALLY—The Bureau's "new-math" figures came from comparing passenger revenue with operating costs related solely to passenger service, 1954 through 1967, rents and taxes excluded. Many reviewers "erroneously" concluded that some years showed profits, Tierney says. "Such a conclusion is not supported by the facts, and it was not the Bureau's intent to foster the impression that passenger operations were, in fact, profitable." However, he neither okays or rejects the staff report.

BUT LESS LOSS THAN CLAIMED—Tierney adds that rail men draw wrong conclusions, too. ICC first determines only-passenger costs. Then it allocates between passenger and freight the expenses common to both. Then ICC subtracts the sum of the two from passenger revenue. For 1967 this gives Class I roads a $485-million deficit, but the procedure is "not designed to show how much the railroads could have saved by ceasing all passenger services." Rail spokesmen can't claim the full sum is lost hauling people. Passenger-freight common expenses allocated to passenger operations in 1967 alone total $347 million. Much of this is needed for freight, anyway, the Commission contends. Such calculation supported the ICC's April report to Congress, "Intercity Rail Passenger Service in 1968," which *did* include rents and taxes.

PHANTOM IN THE MIDDLE—ICC will look between common and specific costs for what Tierney calls the "unknown portion of common costs allocated to passenger service" that must be included in possible savings. By itself, subtraction of directly-related costs from passenger revenue is a "non-debatable" level for evaluation. Finding avoidable common costs will change that. Can it be done? Men like Penn Central's Stuart T. Saunders and AAR's Thomas M. Goodfellow hope so, and promise to help. Tierney says precise answers are "unlikely." But he says Congress can look for results by mid-April 1969.

quencies to maintain communications with service trucks.

—Closed-circuit television equipment is being installed "to prevent any loss of service in the event of malfunction" of other gear. Television cameras will be installed at the east end of the departure yard "to provide a check on all eastbound trains leaving the terminal for eastern connections, eliminating the chance of error in information furnished.

—Lighting systems throughout Bailey Yard use mercury-vapor systems.

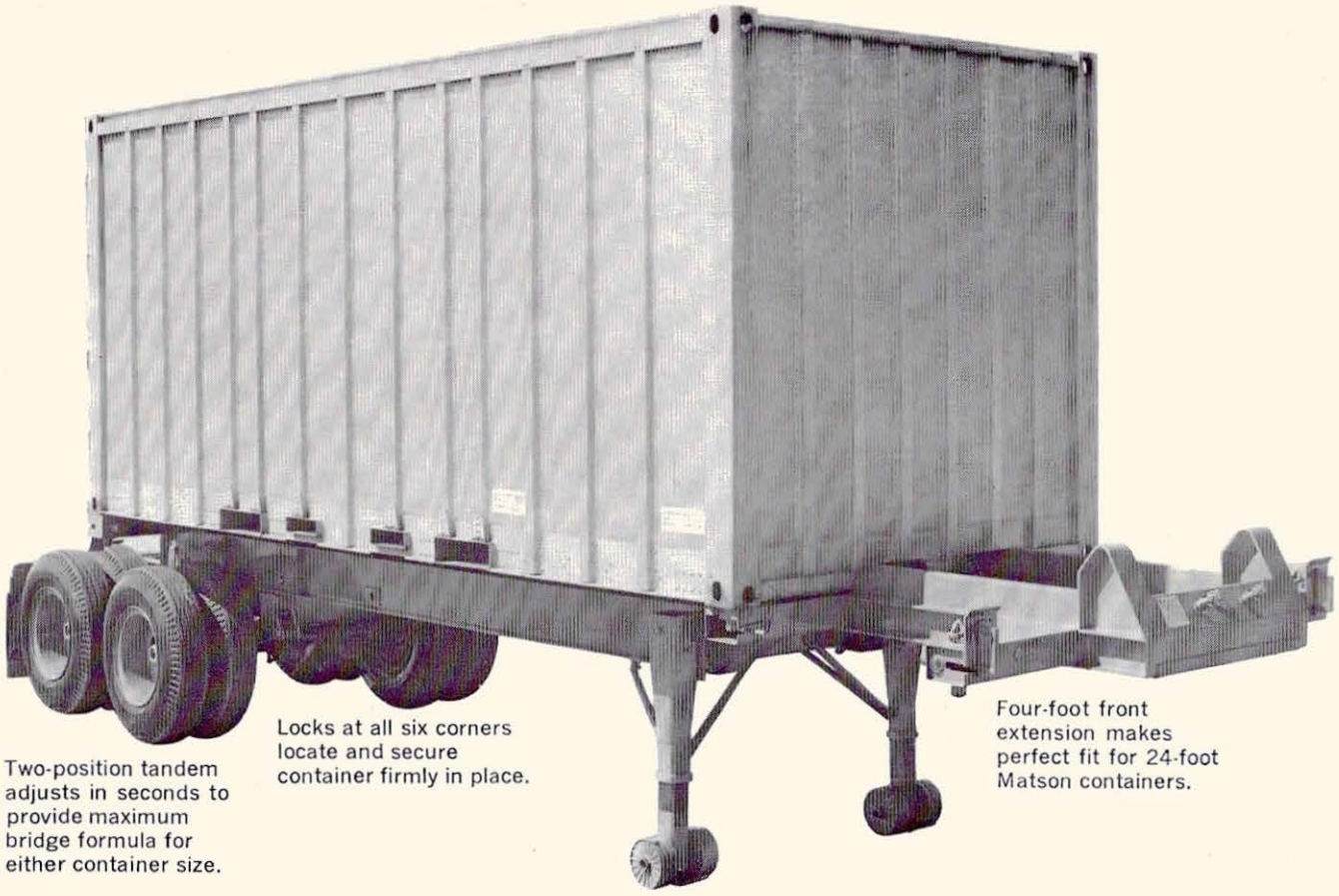
• **The sales impact.** Impressive as the technology is, however, it's only a means to an end. And nobody's happier about the building of Bailey Yard than UP's sales-and-service people, who see the new operation as a thing with substantial sales potential, online and offline.

UP operating officers are candid about past practices. As one puts it, the old North Platte Yard was primarily an eastbound yard—and "westbound traffic had to be switched at various points, as best it could be." There was some pre-blocking by connecting lines, and the flat yards at Kansas City and Council Bluffs did what they could. But still, UP found it necessary to do more major switching at such points as Cheyenne, Green River, Ogden, Pocatello.

The first train went through Bailey Yard during the first week in September. Already, yard congestion at other points is noticeably reduced. A UP operating officer notes that not so long ago you could go to Kansas City "and I think you could walk across the yard on the top of box cars. Now, they're clear, and they're asking for deliveries so they can move 'em out."

And, while much of the emphasis is on through business, that received from or delivered to connections or both, sales-and-service people are quick to point out that there is going to be an almost-automatic improvement in the handling of local traffic with the improvement in long-haul, interline jobs.

• **Deserved tribute.** All of this must put an extra spring into the step of UP President Edd H. Bailey, and add to the pride he must feel at the honor bestowed upon him in the naming of the yard. Bailey's route to the top, which led to the presidency of UP four years ago, was through the ranks of the operating department. Bailey knows the job of the trainmaster, the superintendent, the general manager, the vice president-operations. Executive Committee Chairman Frank Barnett phrased it this way, at the dedication ceremonies: "It was Edd Bailey's knowledge and foresight that prompted the location and construction of this yard. The fact that Bailey Yard is planned to handle an increase of 25% to 30% above present traffic levels with room for future expansion is indicative of the forward thinking of Edd Bailey." ■



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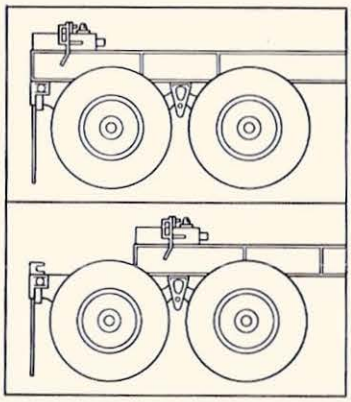

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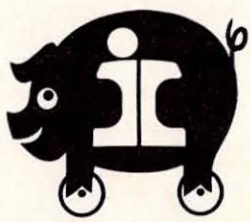
For the story of "Fastback"—the Chicago-Memphis piggyback special—contact your nearest Illinois Central sales representative or L. A. Schellenberger, Manager, Piggyback Sales. Telephone (312) 922-4811 or write 135 E. 11th Place, Chicago, Illinois 60605.



ILLINOIS CENTRAL RAILROAD *Main Line of Mid-America*

Land bridge will alter trade routes

(*Continued from page 34*)

Q. What would be the extent of your service?

A. The original Penn Central-Santa Fe proposal calls for the customer to provide the cars, containers and terminal. All we were going to provide was the towing service. However we did offer to provide cars from Trailer Train, and sublease them, if that was requested. The reason for this is that no two ocean carriers are settled down and are completely compatible on the type of container and type of underbody.

Q. Was there any thought given to providing special cars for the containers?

A. Well, you could design a universal flat car that would haul anything that you could put on top of it. It would have all kinds of fittings and racks and so on. But that would be expensive and more than any one operator is going to need. So our thought was, let the ship line provide the cars—or, if desired, we would help supply the cars from Trailer Train on a sublease at cost. He could name the kind of cars he wanted, so that they would not only fit with his containers, but with the terminal operation.

Q. What capital costs would the railroad have?

A. As we conceived the wholesale land bridge plan, our capital requirements would be limited to expenditures for additional locomotives, to provide good service. We talked about a five-day coast-to-coast guarantee. We would provide, in effect, a bare bones service at a bare bones price.

Q. How did you base your rates?

A. Because we have only two points, the East Coast and the West Coast, we published our charges per trip, actually as a round trip. Because if you're going to get your containers and locomotives and cars out there you've got to get them back, no matter which end you start from. So we published a round-trip charge because we don't have any problem of land bridge traffic at intermediate points and consequently do not have to publish a mileage scale or anything of that sort. To keep the old argument about port differentials from cropping up we just said "East Coast-West Coast."

Q. New York is usually considered the prime container port on the East Coast. What other ports in the East could be worked into a land bridge operation?

A. Norfolk offers good possibilities, although perhaps not as good as New York's at the present time.

Q. How about Baltimore, or Philadelphia?

A. Baltimore has a problem, vis a vis Norfolk. Because it's the best part of a day's sail from Norfolk to Baltimore, and it requires pilotage and reduced speed and so on. If the railroad brings the freight to Norfolk, the ocean carrier has got the same traffic with almost two days less sailing time than if he had gone to Baltimore. On the other hand New York has advantages over Norfolk in that its port authority has more money for facilities, and it's a little closer to the European Great Circle route. ■

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Circle 58 on coupon page 81

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Railroad .....
Position .....

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9. Paragraphs 7 and 8 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner. Names and addresses of individuals who are stockholders of a corporation which itself is a stockholder or holder of bonds, mortgages or other securities of the publishing corporation have been included in paragraphs 7 and 8 when the interests of such individuals are equivalent to 1 percent or more of the total amount of the stock or securities of the publishing corporation.

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B. Paid Circulation		
1. Sales through dealers and carriers, street vendors and counter sales		
2. Mail subscriptions	14,643	14,466
C. Total paid circulation	14,656	14,466
D. Free distribution **(including samples)** by mail, carrier or other means	3,827	1,502
E. Total distribution **(Sum of C and D)**	18,483	15,968
F. Office use, left-over, unaccounted, spoiled after printing	163	182
G. Total **(Sum of E & F—should equal net press run shown in A)**	18,646	16,150

I certify that the statements made by me above are correct and complete.

(Signed) Robert G. Lewis, Publisher

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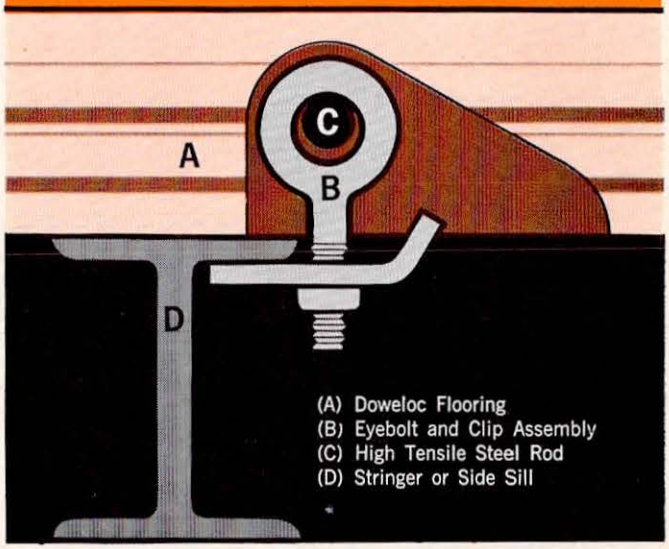

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Circle 31 on coupon page 81

Container show opens in Baltimore this week

More than 100 major companies will be represented at the Baltimore, Md., Civic Center for the Second International Container Services and Equipment Exhibition. The exhibition will be held Oct. 28 to Nov. 1. Along with the exhibits, a series of symposia on the theme of "The Exporter, the Importer and the Container" will be held concurrently from Oct. 29 to Nov. 1. The program follows:

FIRST SYMPOSIUM

Tuesday, October 29, 1968

9:25 a.m. **Michael R. McEvoy,** President, Sea-Land Service, Inc. "Containers and Customers"

9.40 a.m. **Thomas W. Gleason,** President, International Longshoreman's Association. "The Life and Death of the Longshoreman."

9:55 a.m. **Dudley Perkins,** Director General, Port of London Authority. "The Planning Construction and Early Operations of the Port of London's New Container Dock at Tilbury."

10:10 a.m. **Captain G. R. Williams,** Port Operations Consultant. "The Extension of the Principle of Containerization into Developing Countries."

10:25 a.m. **R. S. F. Edwards,** C.V.O., C.B.E., General Manager, Mersey Docks and Harbour Board. "Liverpool's Point of View on the Future Trends in Container Traffic."

SECOND SYMPOSIUM

Wednesday, October 30, 1968

9:20 a.m. **James V. Day,** Vice Chairman, Federal Maritime Commission. "Impact of Containerization on Regulatory Policy."

9:35 a.m. **Thomas J. Gorman, Jr.,** Director, Division of Inspection & Control, Bureau of Customs. "The Box and Customs."

9:50 a.m. **Peter S. Douglas,** Technical Director of Transportation, Chase Manhattan Bank. "Assimilation of Containers."

10:10 a.m. **Carl E. McDowell,** Executive Vice President, American Institute of Marine Underwriters. "Your Slip is Showing."

10.20 a.m. **Victor F. Sheronas,** President, Vicjet, Inc., U.S.A. "Cleaning and Sanitizing of Containers."

10.35 a.m. **Frank A. Smith,** Vice President Research, for the Transportation Association of America, Chairman of Task Force on Intermodal Transport. "How Transportation Mea-

Container Carriers:
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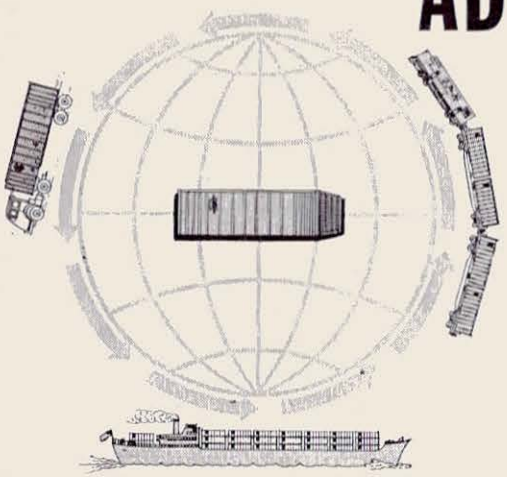

- Reduces Capital Investment
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- Provides for Reduction or Increase of Container Fleet as Required
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sures up to Containerization."

10.50 a.m. Summary and Conclusion by Chairman, Maitland Pennington.

THIRD SYMPOSIUM

Thursday, October 31, 1968

9.00 a.m. **Stephen Tinghitella,** Editor-in-Chief, "Traffic Management" — Chairman for the day.
Orientation — The four modes: Truck, Rail, Air and Ship.

9.15 a.m. **Welby Frantz,** President, Eastern Express, Inc.
"Containerization and Development in the Motor Carrier Field."

9:30 a.m. **Owen Clarke,** Vice President, B&O/C&O Railroad, former Chairman of ICC.
"The role of railroads in the container industry and the Land Bridge Concept."

9.45 a.m. **Fred Muller, Jr.,** Transportation & Distribution Consultant.
"Land Bridge — Fact or Fancy?"

10.00 a.m. **J. R. McCormick,** Director—Cargo Container Development, Trans World Airlines.
"What is available today and what is on the drawing boards for the future."

10.15 a.m. **Captain J. W. Clark,** President, Delta Steamship Lines, Inc.
"Containerization and Ocean Transportation."

10.30 a.m. **Marc Felice,** Editor, "Container News."
"Roll-on/Roll off or Lift-on/-Lift-off?"

10.45 a.m. **Eric Rath,** Consultant, The Rath Company.
"Success in Containerization of Perishables."

11.00 a.m. Summary and Conclusion by Chairman, Stephen Tinghitella.

FOURTH SYMPOSIUM

Friday, November 1, 1968

9:00 a.m. **Joseph C. Scheleen,** Editor, "Traffic World." Chairman for the Day.
Orientation — Intermodability, International Transportation Consultation, Freight Forwarding, Handling and New Concepts.

9.15 a.m. **Michael C. Kluge,** President, Integrated Container Service, Inc.
"A World Pool."

9.30 a.m. **Gustav E. Lowe,** Consultant in International Transportation.
"Through Rates between Europe and the United States for Container Movement. The European Rate Factor."

9:45 a.m. **F. N. Melius, Jr.,** President, U.S. Freight Company. "The Freight Forwarder Bridges the Container Chasm."

10.00 a.m. **G. Neville Bowman-Shaw,** Chairman, Lancer Boss Group, Limited.
"The Solution to Intermodal Terminal Handling."

10.15 a.m. **George G. McManis,** Vice President— Rail, Container and Government Sales — Trailmobile, A Division of Pullman, Incorporated.
"Transport Organizations."

10.30 a.m. Summary and Conclusion by Chairman, Joseph C. Scheleen.
Adjourn to the Lord Baltimore Hotel — Calvert Ballroom.

12.30 p.m. Special luncheon.
Alan S. Boyd, Secretary of Department of Transportation.

AN ANNOUNCEMENT OF MAJOR IMPORTANCE TO ALL PURCHASERS AND/OR MANUFACTURERS OF CONTAINERS

The week of Monday, October 28th, 1968 at the Container Exposition in Baltimore and at the Truck Body and Equipment Exposition in Cleveland, Eberhard will simultaneously present two major developments in container body hardware.

If you are responsible for the purchase of containers or their manufacture both of these developments are of paramount interest to you. We urge you to see them.

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Big market ahead for containers

(*Continued from page 36*)
minum box car per se. But without our doing anything at all, all of a sudden we've got aluminum box cars by the thousands. Every pound of freight that moves in an aluminum trailer on a flat car has been taken from a box car. So we really have our aluminum box car here in another form. And you can't see this phenomenon without recognizing that the railroads have made this possible.

"So if you accept trailers as simply an extension of the containerized movement, then you can say that railroads are very much a part of it. If you want to take it one step further and look at the land bridge concept of moving containers between countries and across the U.S., then you begin to see pretty clearly from a cost standpoint that the railroads are going to be pushed into the role whether they want to or not."

Crockett predicts expanded use of shipboard containers in railroad movements where the length of haul justifies the intermodal movement.

"You just can't bring a container to New York from Europe, unload it into a truck trailer with wheels just to move it by piggyback somewhere.

● **The equipment will come.** "I think one thing that has held back the development of containerization has been that the equipment necessary to handle the containers at one point or the other has not been available because the volume of business has not been available. But as it develops I think you'll find that in out of the way places where there has been consistent movement, the railroads will begin to put in big gantry cranes or cranes that can handle containers rather than the truck trailers which they're familiar with and have an easy way to load and unload."

Crockett said various individual aluminum companies are working with individual trailer and container manufacturers to improve the design and the materials going into containers—such as new alloys, new higher strength sheet aluminum and extrusion alloys.

He said that more and more truckers have need for a dual-purpose vehicle—one that can move one way as an insulated or refrigerated unit, and the other as a dry freight van.

"So we are working on such things as modular sandwich panels with urethane foam that will enable a trailer manufacturer, hopefully, to get his cost down to where the slightly increased cost for an insulated unit is such that a trucker would rather pay that, and have the versatility of a two-way movement, than to buy a dry freight and an insulated unit separately."

● **An in-depth study.** Crockett's company, Kaiser Aluminum, earlier this year produced a widely read report called "Containerization—An Outlook to 1977." It takes a comprehensive look at the whole container movement, observing that "the study of the containerization market, upon which this report is based, indicates substantial growth patterns in all applicable modes of transportation."

It points out that currently 19.4% of railroad cargo is containerizable, the remainder is unsuitable because of physical characteristics. It is estimated that as many as 20,100 additional flat cars—probably specially designed for containers—will be needed by 1975.

Among other conclusions it makes this important one: "It is unlikely that steamship companies' container systems will have significant enough impact on domestic transportation to alter piggyback systems. Aside from existing operations, it appears unlikely that COFC will play a major role; TOFC will remain the major piggyback operation through 1977." ■

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TRAFFIC POLL

(*Continued from page 39*)
enthusiastic about the many advantages offered by containerization. Our experience on containerizing ocean shipments has proved most satisfactory."

● **Transport revolution near.** "It is essential," Rowen continued, "that the problems of through rates, container standards, insurance coverage, etc., be resolved as quickly as possible. I feel the transportation industry is on the verge of a revolution which, if properly managed, will have far-reaching benefits for shippers, carriers and the public.

"If not properly managed," Rowen concluded, "the industry can only become more mired in the muddle of traditionalism and regulation to the detriment of all parties."

● **Industrial development, too.** Industry must study the development of containerization very thoroughly in connection with the location of new plants, said Otto Olsen, director of traffic and warehousing; Philip Morris, Inc., New ork, N.Y.

"New plants should be designed with tainerization getting top priority," Olsen wrote. "The old-time factory building designed for railroad traffic was inadequate for motor carrier traffic. History seems to be repeating itself now."

A call for education on containerization and the correct names for certain transport services was issued by H. W. Oliver, general traffic manager, Noland Co., Newport News, Va.

"We all profess to fully understand the full import of containerization," Oliver wrote. "However, whenever we hear a discourse on the subject we hear a new and slanted version fitted to the needs of the speaker.

"When we speak of containerization, piggyback, fishyback, and other such things, we are more or less talking about the same subject: the non-transfer of merchandise while it is in transit, whether it is a domestic delivery or a delivery outside the U.S.A. and its various possessions. A shipment can be containerized and forwarded under certain piggyback plans, and leave the country in its original piggyback trailer body. This is containerization in every sense of the word, and still it is only a piggyback shipment.

"I say there should be more education on the application of containerization and less confusion on identical services known by other nomenclature."

Another Poll respondent who said he thought there may be a confusion of terms is J. L. Bergen, traffic manager, Uncle Ben's, Inc., Houston, Tex. "For our company," Bergen wrote, "containerization means van-loads. Small-size containers are not possible in our distribution operation. Therefore, piggyback is almost synonymous with my concept of containerization."

● **Through joint rates.** George Bruehl, assistant traffic manager, Kimberly-Clark Corp., Neenah, Wis., confined his remarks on containerization to the subject of rates.

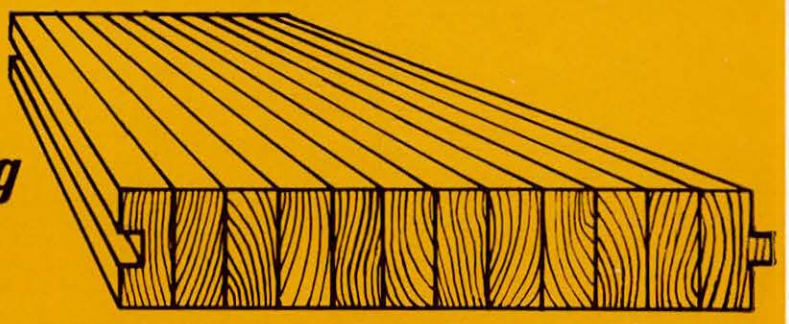
"Our greatest problem is the lack of reasonable through joint rates," Bruehl wrote. "A big help would be the publication of through truck-railroad-truck rates with rail lines operating between railheads and motor carriers handling pickup and distribution for terminal areas extending out to distances of 200 miles.

"Let's recognize the advantages of each mode and use each where it is best able to perform."

A grain shipper's attitude toward containerization was expressed by Dudley J. Russell, director of transportation, Minneapolis (Minn.) Grain Exchange.

"Most rail grain shipments are in bulk,

(*Continued on page 60*)



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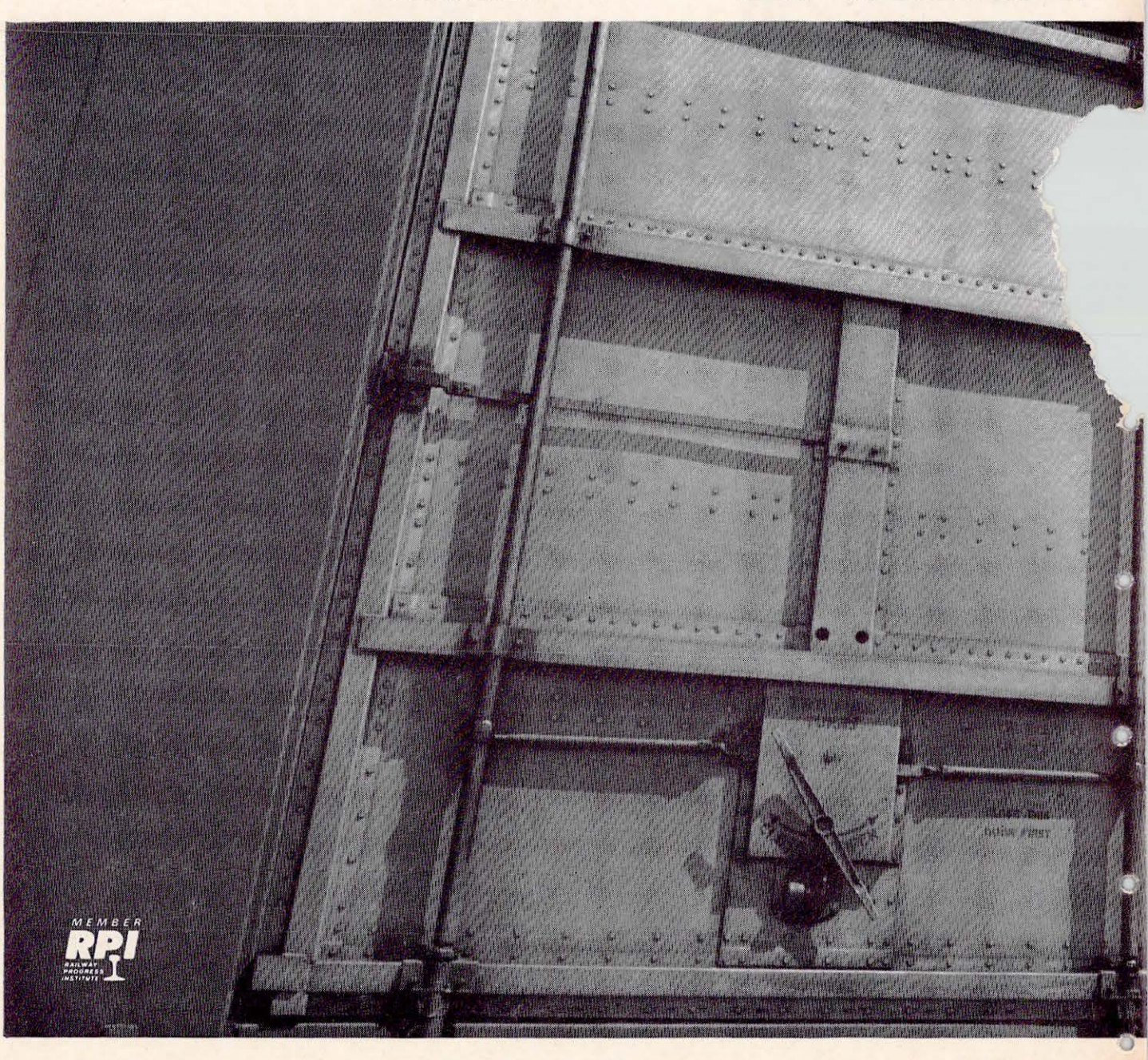

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TRAFFIC POLL

(*Continued from page 57*)

formerly in box cars and now increasingly in large covered hoppers," Russell wrote. "A Canadian Pacific officer has suggested the possibility of loading containers directly from the combines, trucking to mainline railroads, going by rail to domestic processors or to water carriers, and rail and truck beyond. Eventually, in certain cases, containerized air shipments direct from origin to certain foreign destinations may become practical. The industry is set up to move grain in bulk in huge volume . . . and in most cases containerization merely amounts to needless packaging expense.

"There is considerable potential," Russell concluded, "in containerization of flour and other grain products, particularly where intermodal transportation is required and in foreign trade. Joint truck-barge, lake-rail, rail-truck, etc., movements and rates make economic sense and should be explored further."

A retailer's view of containerization came from H. E. Chapman, general traffic manager, S. S. Kresge Co., Detroit, Mich. "In the retail business," he said, "the 40-ft box car is our most important mode of transport. TOFC and minimums need to be reviewed to attract the tonnage. Forty-foot box cars are not being constructed nor upgraded. This is serious to the retailer. If the rail carriers are serious about capturing this freight through TOFC they had better shape up with workable economic incentives."

● **Claim prevention.** Many Poll respondents referred to the damage-reducing element in containerization. For example, N. C. Kunzman, traffic manager, Georgia-Pacific Corp., Bellingham, Wash., wrote: "Containerization practically eliminates all type of pilferage and is one of the greatest boons to claim prevention a shipper has experienced."

Other comments about containerization sent to Railway Age by traffic managers included the following:

"It doesn't appear a sincere effort has been made by the transportation industry as a whole to promote this type of service, except for the piggyback concept."—P. T. Catalano, traffic and distribution manager, Steelcase, Inc., Grand Rapids, Mich.

"Since getting the container back home has been the problem for us, we feel if they were standardized the problem would be solved."—Harry Cross, traffic manager, Wyeth Co., St. Joseph, Mo.

"Carriers must work together to develop a practical method for physical interchange of vans in intermodal service."—E. J. Derenthal, director, transportation and distribution, RCA, Camden, N.J.

"I would say that it seems like the carriers cannot come up with enough business on return hauls to really get in and make containerization work. Granted, they are trying, but it has a long way to go."—T. Godbold, director of traffic, Fabricon Products, River Rouge, Mich.

"A free intermodal interchange of equipment is essential for through container movements."—R. C. Oldham, plant traffic manager, Monsanto Co., Texas City, Tex.

"We now make considerable use of containers and can vouch for the fact that they have improved our handling and shipping operations."—J. J. D'Arcy, general traffic manager, Congoleum Industries, Kearny, N.J.

"I believe the National Industrial Traffic League should take the initiative. Seminars or workshops, with representatives from rail, truck, air and water working with shipper representatives should be held in six or seven locations throughout the country."—Victor L. Emery, manager transportation department, St. Joseph (Mo.) Area Chamber of Commerce. ■

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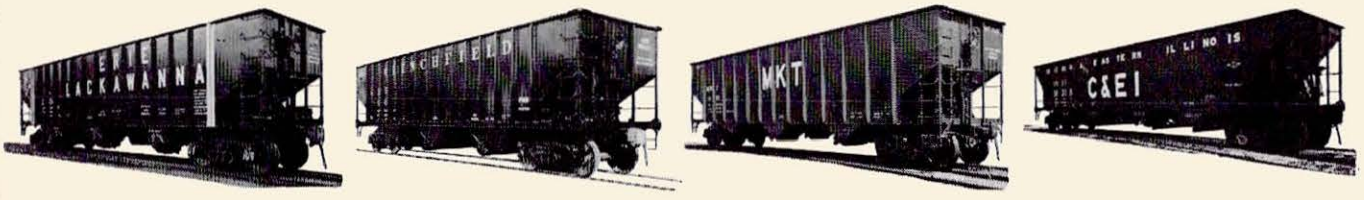
What happens if coal captures 10% of the estimated 1980 markets for gasoline and natural gas?



To begin with, this can mean 313 million tons of coal will be required annually for this new market; much of it will move by unit train. If you are involved with coal mining, conversion, burning or movement, it's time you talked with Greenville. Greenville has built more unit coal train cars than any other manufacturer. They're in service. We have cost and performance facts. Call us. We can help you.

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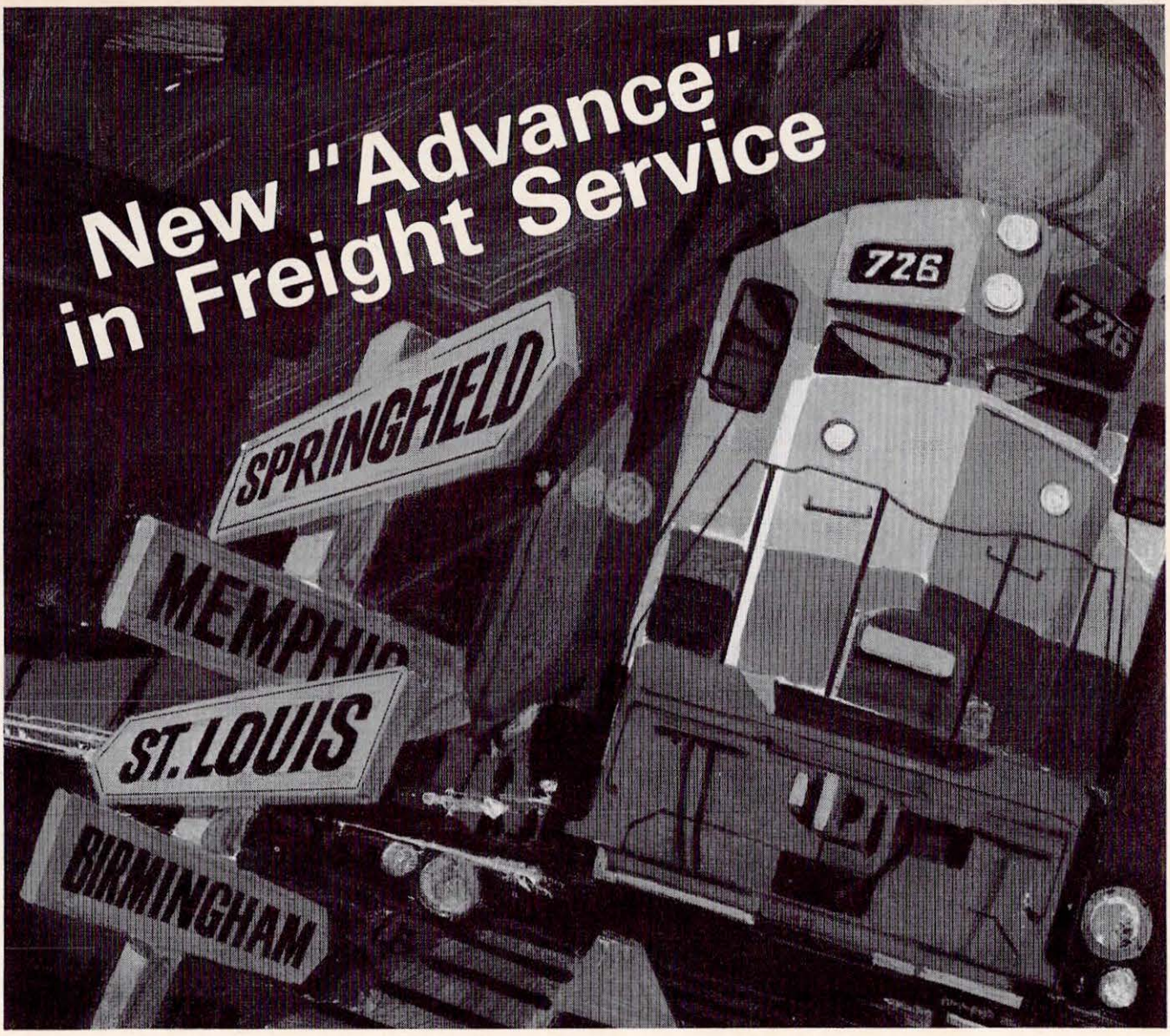

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With freight tonnage on the Frisco up substantially in the first six months over a year ago, you might expect bottlenecks, equipment shortages and delays. But not if you know Frisco.

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Actually, there's a good chance these days that your shipment via Frisco will reach its destination hours **ahead** of schedule. Here's why.

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At present, we are running 8 Advance Trains:

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Frisco Advance Trains are too new to be listed in our timetables. So if fast, dependable service is important to you, please contact your Frisco representative. Without delay.

When your freight goes FRISCO **your freight goes!**

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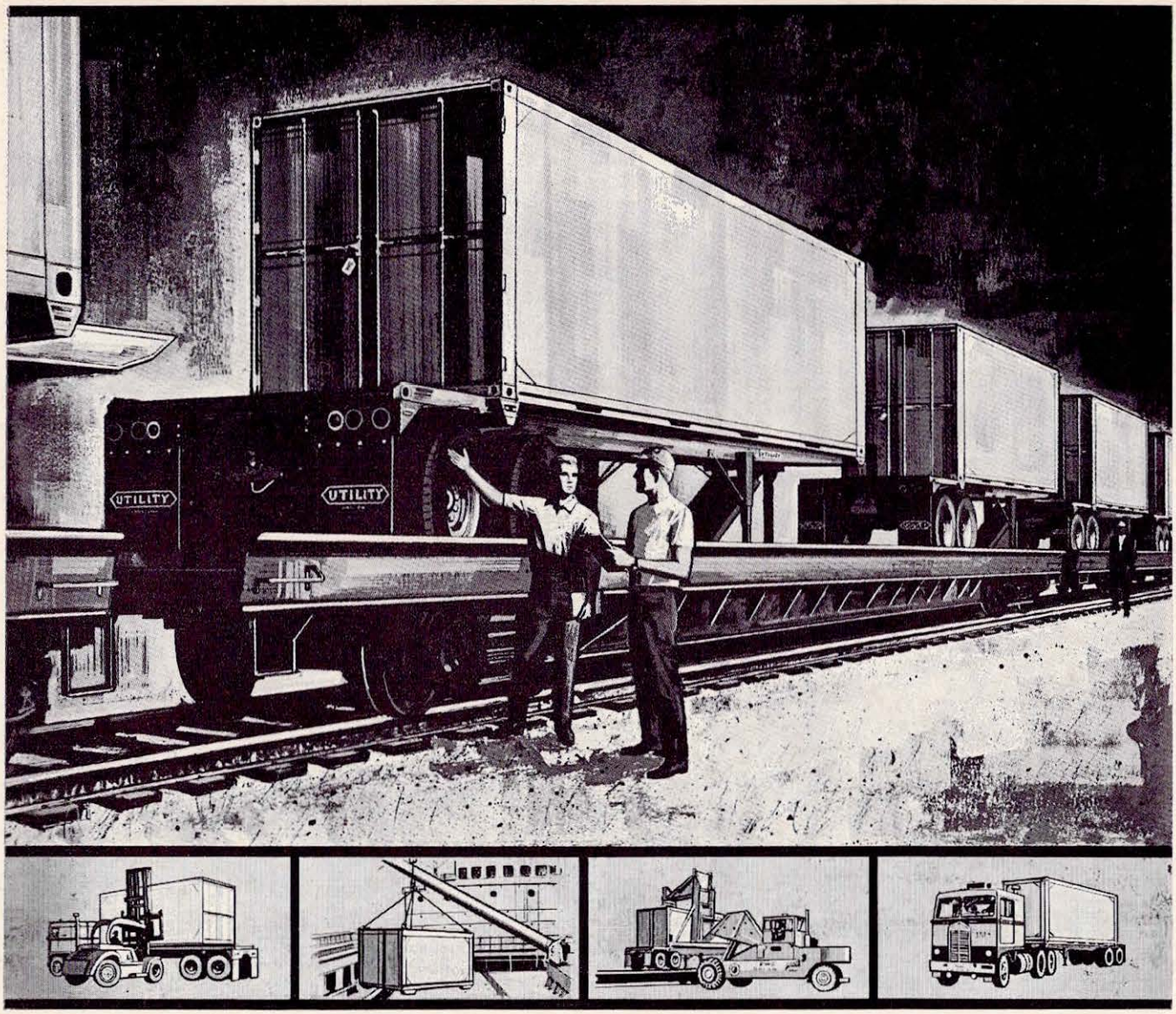

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Utility containers travel the world... by highway, rail or sea... speeding deliveries, cutting shipping costs. A specially designed Utility chassis, with single or dual axle, instantly converts standardized containers into a rugged trailer that is perfect for both highway and piggyback operation. Containers are easily positioned on the chassis and secured by twist-locks. Chassis ramp elevates to flush with container floor for fork truck loading. Utility containers, of course, are of highest quality. Maximum service and load security in rugged rail and shipboard operation is assured by reinforced steel design and heavy-duty doors and locks. Utility also manufactures a complete line of vans, flatbeds and lowbeds for rail operation. So, in piggybacks, the best answer is Utility... America's first trailer builder.

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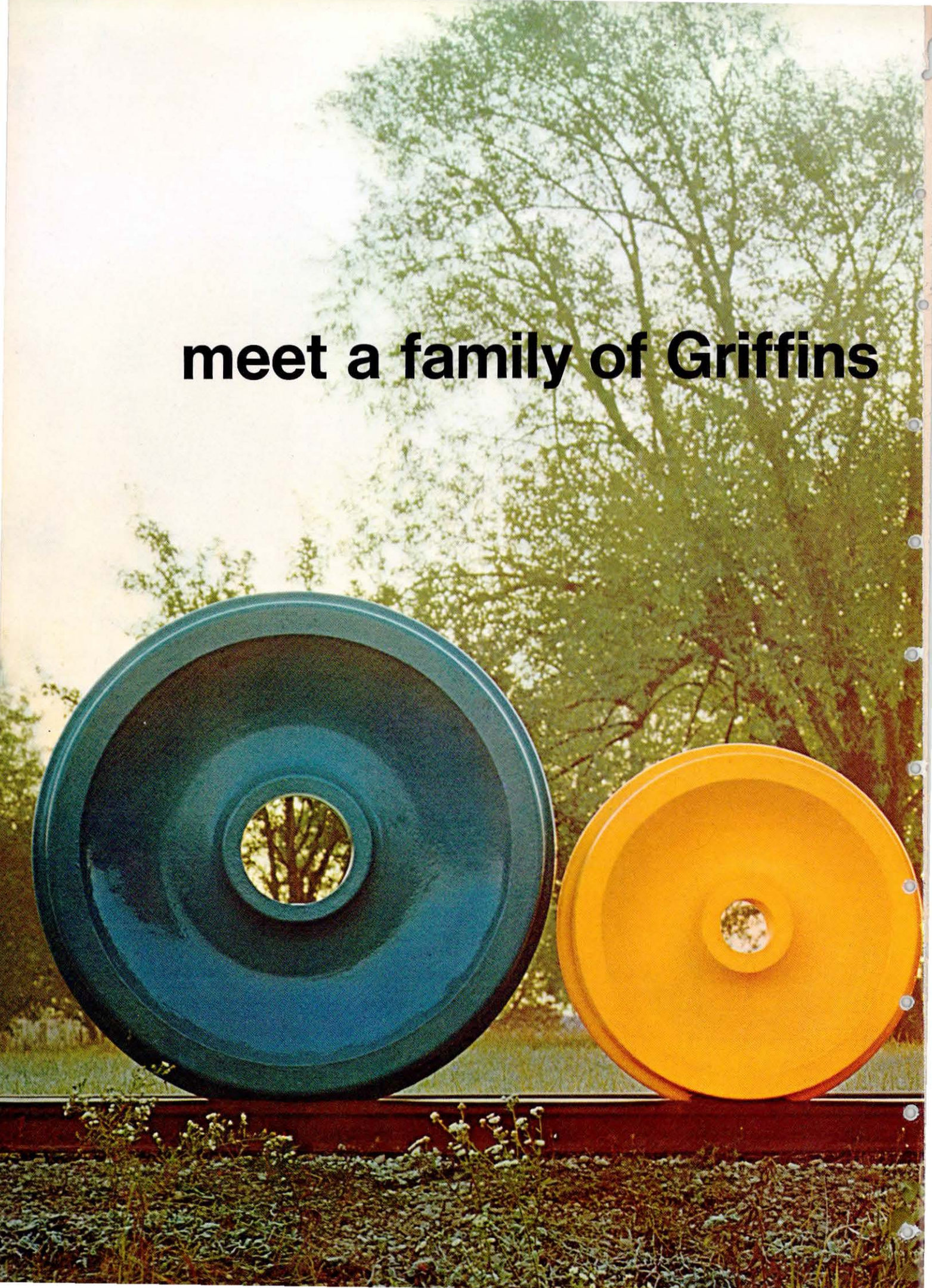
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All are pressure poured by the exclusive Griffin process. Tolerances are so close that little or no additional grinding is ever necessary. In fact, we pour wheels with only two tape sizes of variance! And because they are pressure poured, you can count on more miles of trouble-free operation.

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creates the cars that solve your problems

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No truck is so big that it can't save a little money.

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Wear-and-tear, fuel, rubber, man hours, all these come down when the big trucks go up on flat cars.

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PEOPLE IN THE NEWS

AMERICAN SHORT LINE RAILROAD ASSOCIATION.—Joseph C. Johnson, assistant traffic manager, promoted to traffic manager, Western Region, Chicago, succeeding **Wayne R. Grimm,** who retired Oct. 1, after 45 years in the freight traffic field, the last 30 of which were with the Association.

BALTIMORE & OHIO.—Andrew A. Politza, assistant trailer service agent, Philadelphia, promoted to trailer service terminal manager there, succeeding **Ray A. Roeder,** transferred to East St. Louis, Ill.

BANGOR & AROOSTOOK.—Earl H. Kelley, general auditor, Bangor, Me., retired Sept. 30 after 44 years of service. **Owen J. Gould,** assistant general auditor, named controller. **Ronald Condon,** tax accountant, named general auditor.

Gordon S. Duncan, assistant superintendent of track, promoted to assistant to the chief engineer, succeeding **Millard A. Fairley,** retired. **Leo C. Fournier,** assistant engineer, succeeds Mr. Duncan.

Hugh G. Goodness, freight traffic manager, named manager pricing and divisions. Mr. Goodness has been chairman, New England Railroads Divisions Committee since 1963.

BURLINGTON.—R. W. Richards, general purchasing agent, Chicago, appointed director of purchases and materials there, to succeed **H. V. Schlitz,** who retired Oct. 1. **C. T. Bradshaw** succeeds Mr. Richards. **R. K. Wiley** named assistant general purchasing agent, Chicago, succeeding **W. A. King,** promoted.

CANADIAN NATIONAL.—R. M. Veenis, general superintendent equipment, Northern Ontario Area, Capreol, Ont., appointed acting manager, Northern Ontario Area, Capreol, during the assignment of **W. R. Mitchell** to special duties at system headquarters for a temporary period. **W. D. Ross,** assistant general superintendent equipment, appointed acting general superintendent equipment, Great Lakes Region, Toronto, temporarily succeeding Mr. Veenis. **Walter W. Wynne,** assistant general superintendent of equipment Moncton, N. B., appointed works manager, Transcona motive power and car shops, Winnipeg, Man. **Robert Templeton,** supervisor, motive power, Prairie Region, appointed mechanical officer—motive power—system Montreal, succeeding **R. W. Capper,** promoted.

Albert J. Gillies, assistant manager, promoted to manager, customer research services, Great Lakes Region, Toronto, succeeding **I. W. Mitchell,** promoted.

W. J. Rettie, development officer, real estate, Montreal, appointed manager, real estate, Prairie Region, Winnipeg, succeeding **E. C. Kirk,** transferred to the Great Lakes Region, Toronto.

R. W. Richards
Burlington

D. E. Sheeran
East Erie

J. R. Burns, assistant to manager, Toronto Area, appointed acting operations manager, Southwestern Ontario Area, London, temporarily succeeding **R. A. Walker,** named acting general superintendent transportation, Toronto, during assignment of **R. H. Tivy** to special duties.

J. A. Brown, industrial engineer, customer research services, appointed industrial engineer, Great Lakes Region, Toronto, succeeding **K. J. Moorehead** (RA, Sept. 9, p. 38).

W. J. Ross, superintendent of transportation, Lakehead Area, appointed transportation officer, Prairie Region, Winnipeg. **E. L. Boggs,** superintendent of transportation, Saskatchewan Area, succeeds Mr. Ross. **R. B. Ferrier,** coordinator, passenger service development, Montreal, succeeds

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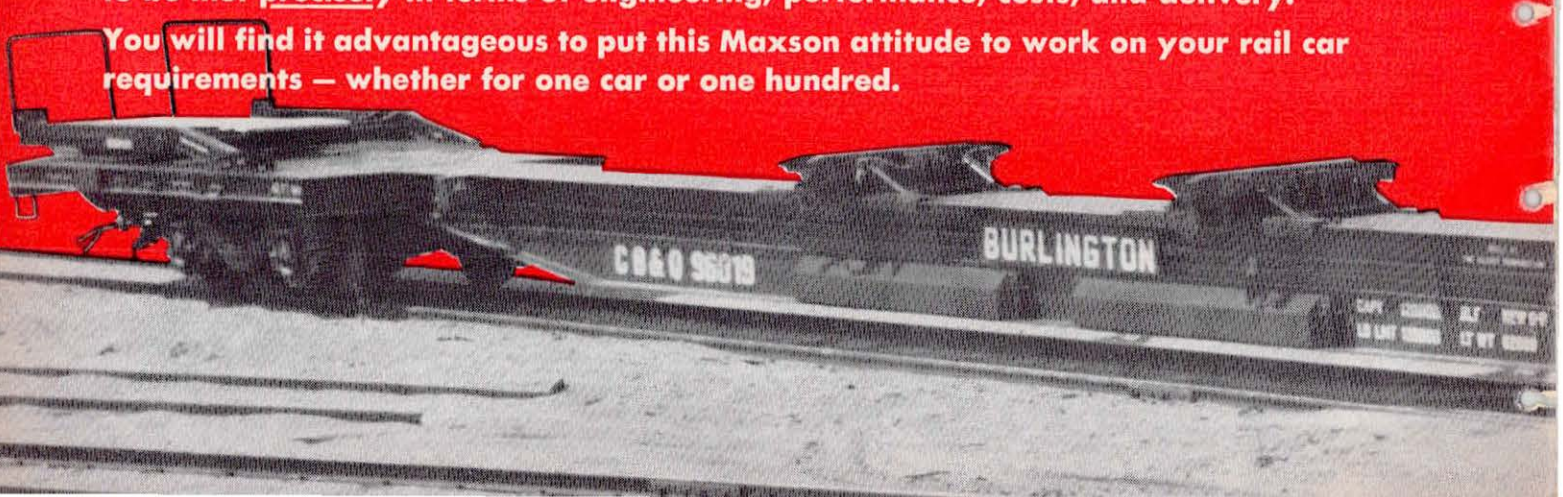
The Flexi-Van side-loading system is one of the important innovations characteristic of today's railroading. From certain points of view, the structural requirements of this car are unusual. From The Maxson Corporation point of view, the structural requirements of every kind of rail car are unusual — requirements to be met precisely in terms of engineering, performance, costs, and delivery.

You will find it advantageous to put this Maxson attitude to work on your rail car requirements — whether for one car or one hundred.



Mr. Boggs at Saskatoon, Sask.

Georges de Grandpre, assistant manager public relations, St. Lawrence Region, Montreal, promoted to manager public relations there succeeding **Emery LeBlanc,** named manager of news services (RA, Sept. 30, p.56).

DEPARTMENT OF TRANSPORTATION.—William D. Edson, former chief mechanical officer, in charge of new car specifications, **New York Central,** joined the DOT's Office of High Speed Ground Transportation as a senior mechanical engineer. Initially, he will supervise final preparations for the New Haven TurboTrain demonstration, including crew training.

William B. O'Sullivan, assistant manager of track evaluation, **Boston & Maine,** named OHSGT's track specialist, succeeding the late **Curtis W. Law.** Mr. O'Sullivan's primary responsibilities will be the experimental track structure program conducted by the Santa Fe, and the track measurement system study now underway with Melpar, Inc.

EAST ERIE COMMERCIAL.—Donald E. Sheeran elected president, Erie, Pa., succeeding **C. C. Mullen.** Mr. Sheeran was formerly terminal manager, **Baltimore & Ohio,** East St. Louis, Ill.

ERIE LACKAWANNA.—William P. Campion appointed freight traffic manager, Chicago, succeeding **Edwin W. Keiley,** who retired Sept. 30, after more than 50 years of service. **Joseph H. Whelpley** appointed district sales manager, Birmingham, Ala., succeeding **William L. Thornton,** who retired Sept. 30, after 45 years of service. **Dale H. Moren** named district sales manager, Portland, Ore., succeeding **W. E. Reager,** retired.

Robert J. Hill, assistant district sales manager, Detroit, promoted to district sales manager there, succeeding **H. W. Gray,** who retired Sept. 30 after over 42 years of service. **Robert H. Younghouse** replaces Mr. Hill. **John Carlin** appointed district sales manager, Indianapolis, Ind., succeeding **J. E. Snell,** promoted.

GREAT NORTHERN.— R. W. Morrison and **N. A. Savage** named assistant directors of sales.

GULF, MOBILE & OHIO.—R. N. Sinclair, western traffic manager, San Francisco, Calif., retired Sept. 30, after over 40 years of service.

J. E. Billingsley promoted to manager—TOFC, Mobile, Ala.

ILLINOIS CENTRAL.—W. T. Reed appointed manager, food and coach service, Chicago, effective Oct. 1. **Clifford J. Bueschel,** general superintendent dining, parlor and coach service, Chicago, retired from active duty last Feb. 24, after 41 years of service.

JERSEY CENTRAL.—Frank V. Petraitis, assistant secretary and assistant treasurer, Newark, in addition, appointed property manager, succeeding **Robert G. Hamlin,** named director of industrial development. **Joseph A. Cummings** appointed assistant treasurer.

LEHIGH & HUDSON RIVER.—W. Gifford Moore, superintendent, elected president and general manager, Warwick, N.Y., effective Nov. 1. He will succeed **H. W. Quinlan,** who has served in those positions since Jan. 1, 1960. Mr. Moore began his career with the Baltimore & Ohio and later served on the Lehigh Valley before going with the L&HR in May 1967.

LEHIGH VALLEY.—Robert D. Price, district freight agent, Houston, named general agent, St. Louis, succeeding **Robert K. Lloyd,** advanced to Canadian freight traffic manager, Toronto (RA, Oct. 7, p. 37).

LOUISVILLE & NASHVILLE.—James M. Terry and **Marvin D. Jones,** general attorneys, appointed general solicitors, with headquarters in Louisville. **Norman H. Stier,** manager-general and disbursements accounting, Louisville, named assistant comptroller there.

S. T. Hull, manager, traffic revenue and car accounting services, named assistant director, management information services, Louisville. Mr. Hull's successor is **L. F. Zaino,** manager, operations, communications and engineering services. **L. B. Mardis,** project leader, operations services, named manager-telecommunications, transportation, and mathematical services.

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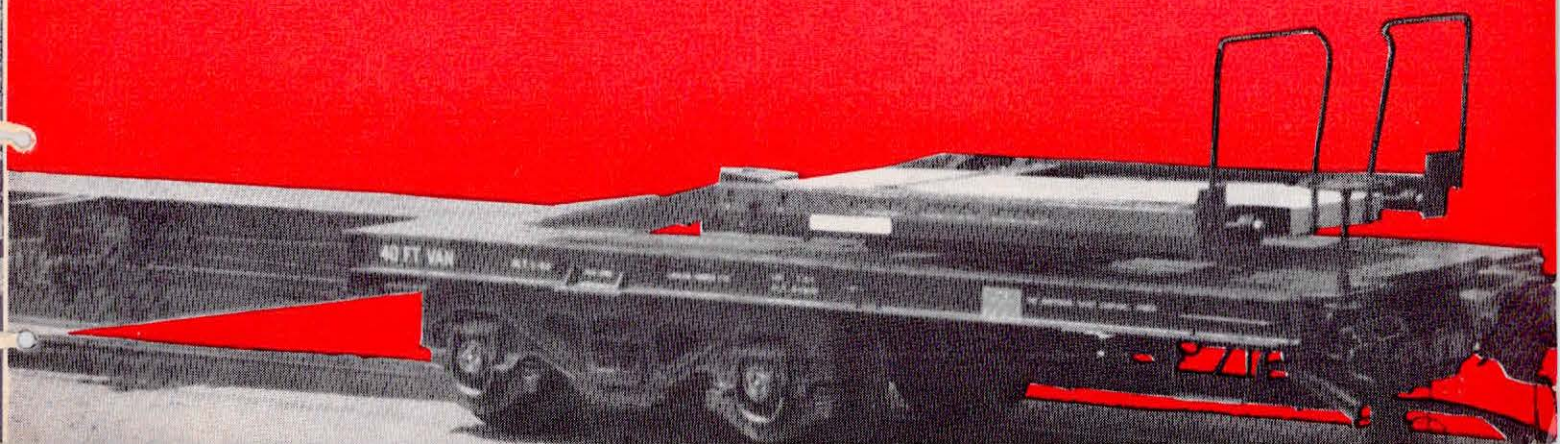

Billy R. Bishop
M-K-T

Fred R. Carroll
M-K-T

D. R. Montgomery
M-K-T

H. M. Hacker
M-K-T

NAL.—Donald K. Russell, assistant superintendent, Waterville shops, MeC. appointed general foreman, Rigby enginehouse, PT, South Portland, Me., succeeding **Gordon Sears,** resigned. **Diamond B. Sherrard,** foreman machine shop and enginehouse, promoted to assistant superintendent, Waterville shops.

MISSOURI-KANSAS-TEXAS. — Billy R. Bishop, general manager, Denison, Tex., has assumed the duties of chief operating officer, succeeding **Raymond B. George,** vice president-operation, retired. Mr. Bishop, who retains his former title, will have headquarters at Dallas and Denison. **Fred R. Carroll,** assistant to vice president-personnel, elected manager of personnel, Dallas, to succeed **Alfred E. Winkel,** vice president-personnel, retired. **Don R. Montgomery,** assistant vice president-operation and controller, elected vice president-accounting continuing at Denison.

B. R. Ford, chief clerk to the general agent, Dallas, becomes superintendent stations and claim prevention there, replacing **Herman H. Precht,** retired. **Harold M. Hacker,** assistant director of personnel, named director of labor relations, to succeed **Edwin J. Hammann,** director of personnel, retired. **Charles A. Birge, Jr.,** formerly superintendent of rules safety, and since June 15 assigned to special duties, retired Oct. 1. **Downing Miller,** superintendent of rules safety, continues in that capacity, with headquarters in Denison.

NEW YORK, SUSQUEHANNA & WESTERN.—In addition to his duties as vice president—operations and maintenance, **W. T. Frazier** elected vice president—comptroller. **J. D. Kerwin** named assistant comptroller and auditor of data processing.

NORFOLK & WESTERN.—C. V. Holton, general manager, **Norfolk, Franklin & Danville,** Roanoke, promoted to manager operations planning, N&W, and has been succeeded by **William G. Blades. Richard M. Castner,** superintendent, Roanoke Terminal succeeds Mr. Blades as superintendent, Shenandoah Division, N&W. **James H. Kinzel, Jr.,** superintendent, Chicago Terminal, succeeds Mr. Castner. **Gerald E. Bruce,** trainmaster, Lake Erie Division, Lorain, Ohio, promoted to assistant superintendent, Pittsburgh Division, Toledo, succeeding **Alexander B. Harris, Jr.,** who replaces Mr. Kinzel at Chicago Terminal. **James E. Morrison, Jr.,** assistant superintendent, Lake Erie Division, Bellevue, promoted to superintendent, Bellevue Terminal. **Michael A. Carone,** trainmaster, Pittsburgh Division, Brewster, Ohio, succeeds Mr. Bruce. **Raymond E. Reed,** assistant trainmaster Lorain, promoted to trainmaster, Pittsburgh Division, Brewster.

Richard P. Ruof, master mechanic, Decatur Territory, named master mechanic, Brewster. **Eugene H. Keith,** assistant master mechanic, Decatur Territory, promoted to master mechanic, car department, Decatur. **William K. Ramsey,** assistant master mechanic, Decatur Territory, promoted to master mechanic, locomotive department Decatur. **Ray W. Swanson,** master mechanic, Bellevue Territory, promoted to assistant mechanical superintendent, Decatur. **Carl F. Smith,** assistant master mechanic, Bellevue Territory, promoted to master mechanic

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Joachim Wenzel, General Representative

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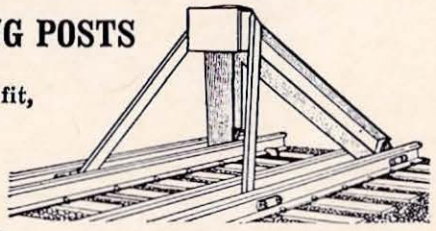

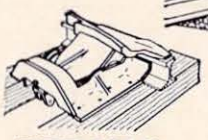

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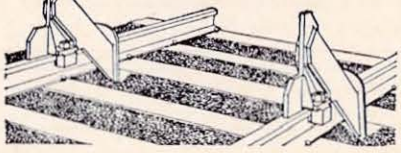

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Circle 30 on coupon page 81

there. **Earl K. McFarland,** general foreman, Decatur, transferred to Chicago, to succeed **Raymond W. Mott,** promoted to assistant master mechanic, Bellevue. **Edwin L. Prinz,** gang foreman, Roanoke Shops, named general car and locomotive foreman, Chicago, succeeding **James B. Shrewsbury,** appointed general foreman, Decatur. **Hamilton N. Hering,** trainmaster, Scioto Division, Portsmouth, Ohio, transferred to the Radford Division, Narrows, Va. **Clifford Maynard,** terminal trainmaster, Bellevue, succeeds Mr. Hering. **C. W. Haynes,** assistant terminal trainmaster Bellevue, promoted to senior terminal trainmaster there. **James C. Wright,** assistant general yardmaster, Crewe, Va., named terminal trainmaster, Bellevue. **Ora Roe, Jr.,** assistant terminal trainmaster, Bellevue, promoted to trainmaster there. **Maurice R. Fleckenstein,** terminal trainmaster, Bison Yard, Buffalo, N.Y., transferred to Bellevue.

William C. Fisher, assistant manager pass bureau, promoted to manager pass bureau, succeeding **J. A. Robertson,** retired after 50 years with the N&W. **D. E. Hough** succeeds Mr. Fisher.

Warringer G. Lester, general storekeeper, assigned special duties, operating department. **W. W. Osborne,** manager safety, promoted to manager stores. **George W. Gearhart,** assistant general manager, Atlantic Region, promoted to manager safety. **Edward F. Murry,** superintendent, Norfolk Division, Crewe, Va., succeeds Mr. Gearhart. **Maurice P. Anglen,** superintendent, Muncie Division, succeeds Mr. Murry. **Robert L. Beavers, Jr.** assistant superintendent, Scioto Division, Portsmouth, Ohio, succeeds Mr. Anglen. **Robert M. Milcik,** assistant superintendent, Scioto Division, transferred from Sandusky to Portsmouth. **James D. Mattox,** trainmaster and supervisor docks, Sandusky, promoted to assistant superintendent, Scioto Division, Sandusky. **Nelson H. Fortune, Jr.,** assistant trainmaster and supervisor docks, Sandusky, promoted to succeed Mr. Mattox.

Gaylord Anderson
UP

W. J. McDonald, Jr.
UP

Harry F. Brevoort
UP

C. G. Dankmyer
UP

NORFOLK, FRANKLIN & DANVILLE.—William G. Blades, superintendent, Shenandoah Division, **Norfolk & Western,** Roanoke, Va., named general manager, NF&D, succeeding **C. V. Holton,** appointed manager operations planning, N&W.

NORTHERN PACIFIC.—M. G. Bowes appointed assistant purchasing agent, St. Paul. He was formerly with the **Pioneer Division, Portec, Inc.,** Minneapolis.

PENN CENTRAL.—Lindsay O. Holt, district sales manager, Trenton, N.J., will retire Nov. 30, after more than 43 years of service.

Cornelius A. Dorsey, a general partner in the investment firm of White, Weld & Co., appointed vice president—investments, PC, effective Nov. 1.

READING.—Everett C. Rudolph, assistant engineer track and structures, Reading, Pa., promoted to engineer track and structures there, succeeding **J. C. Hunsberger,** resigned.

ROCK ISLAND.—Robert A. Clark, assistant to the manager of real estate and taxes, named assistant real estate tax commissioner, Chicago. **Samuel J. LaRocca,** real estate

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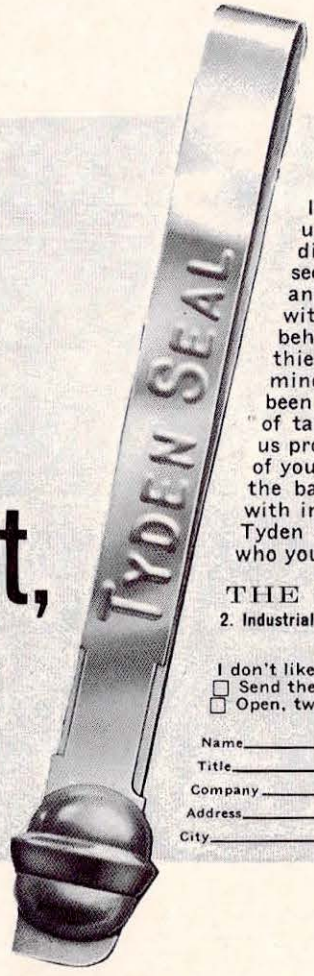

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Circle 41 on coupon page 81

tax analyst, and **Harold Thompson,** assistant to the manager real estate taxes, named regional commissioners of real estate taxes. Mr. LaRocca will have jurisdiction in Iowa, Minnesota and South Dakota, and Mr. Thompson in Illinois, Nebraska and Missouri. **Robert N. Schultz,** assistant real estate tax analyst, becomes real estate tax analyst.

Charles C. DeWeese, transportation engineer, Chicago, named assistant to general manager, Kansas City, Kans.

David F. Newberry, general sales manager, appointed assistant vice president-southwest sales, Houston. **Robert J. Orrico** named assistant vice president-traffic; **J. Otis Cathey,** director of development and real estate; **Donald J. Lippert,** manager of marketing services; **John D. Kirtley,** regional manager-freight sales; **Allen W. Brown,** director of freight claim services; **William E. Jones,** administrative assistant-traffic; **Thomas H. Brettschneider,** manager of real estate sales, all with headquarters in Chicago. **Jerry M. Kenny,** labor relations assistant, named labor relations officer, Chicago.

ST. LOUIS SOUTHWESTERN.—Ralph E. McGlothlen, general agent, San Francisco, retired Sept. 30 after more than 41 years' service.

William E. Hafner appointed general agent, Kansas City, Mo., succeeding **William R. Buskirk** promoted.

SANTA FE.—Lawrence Cena, who has been assistant vice president-operations, Chicago since July, promoted to vice president-operations there, to suceed **Raymond D. Shelton,** who retired Oct. 15 after 49 years of service.

Emmett J. Lee, assistant division freight agent, Chicago, named general agent, Detroit effective Nov. 1, to succeed **Charles F. Goettlemann,** transferred to St. Louis.

Frank Bregar named assistant general auditor, Chicago. He was formerly audit manager, **Price Waterhouse & Co.,** Chicago.

SOUTHERN.—Daniel B. Weinstein appointed assistant vice president—systems, marketing department, Atlanta Ga. Prior to joining the Southern, Mr. Weinstein was corporate director of systems for Curtiss-Wright.

George K. Kirby, storekeeper, Inman Yard, Atlanta, appointed assistant to general puchasing agent, Washington, D.C., and is succeeded by **James O. Mangum.**

UNION PACIFIC.—Gaylord Anderson, assistant passenger traffic manager, named passenger traffic manager, Omaha, to succeed **Roy B. Johnson,** retired. **Charles W. Jones,** assistant to the passenger traffic manager, replaces Mr. Anderson. **William J. Foral,** manager of the road's department of tours, Chicago, appointed assistant general passenger agent, Omaha.

William J. McDonald, Jr., assistant general counsel, New York, elected general counsel, succeeding **Covington Hardee,** resigning to devote full time to his partnership in Clark, Carr & Ellis.

Harry F. Brevoort promoted to traffic manager, New York (RA, Sept. 16, p. 39). **Charles G. Dankmyer,** general traffic agent, Washington, D.C., appointed to the newly created position of traffic manager there.

Eighty-nine feet four inches of super highway on wheels—Magor's Flexi-Quad Car answers every piggy-backing need to put more business on the railway. This multi-purpose car handles trailers, containers, Flexi-Vans, or auto racks with easy going efficiency. The BEST CROSS COUNTRY ROUTE is on Magor built freight cars. For quality cars you can be proud of, contact the **Magor Railcar Division, Fruehauf Corporation, 660 Van Houten Avenue, Clifton, New Jersey 07015. Phone (201) 779-1976.**

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INDUSTRIAL TRAFFIC

George J. McGarry, assistant traffic manager, **International Nickel Co.,** New York, has been appointed traffic manager, succeeding **George C. Watterworth,** who has retired after 43 years of service.

John H. Townsend, traffic representative, **Bethlehem Steel Corp.,** Bethlehem, Pa., has been appointed assistant manager, packaging and loading, traffic department, succeeding **P. B. Wysor,** resigned.

James W. Scherling, manager of corporate transportation and distribution services, **Armour Foods,** Chicago, appointed manager of transportation. **Howard J. Tess,** manager of cost control, has been appointed manager of distribution.

Richard M. Fessler has been appointed corporate physical distribution manager, **Skil Corp.,** Chicago. Mr. Fessler was formerly distribution operations manager, Charles Bruning Co.

William K. Smith, director of transportation, **General Mills,** Minneapolis, Minn., has been named vice president.

Theodore S. Harling has been named general traffic manager, **Massey-Ferguson Inc.,** Des Moines, Iowa. Mr. Harling formerly was traffic manager, Brunswick Corp.

Colbert R. Wilhite has been promoted to manager, transportation department, **Continental Oil Co.,** Ponca City, Okla. He formerly was manager of administrative services, Continental Pipe Line Co., a Conoco subsidiary.

C. J. Scarcello
TransGo

Starr Jackson
TransGo

SUPPLY TRADE

Charles J. Scarcello has been appointed general manager, **TransGo, Inc.,** San Francisco, Calif. He will be responsible for the company's program of individual ownership of railroad equipment to be managed by TransGo. He was formerly a senior accountant for Farquhar and Heimbucher. **Miss Starr Jackson** has been appointed traffic manager, with responsibility for placing jumbo tank cars with shippers for trip and long term leases. Miss Jackson was formerly assistant traffic manager, Pacific Vegetable Oil Corp.

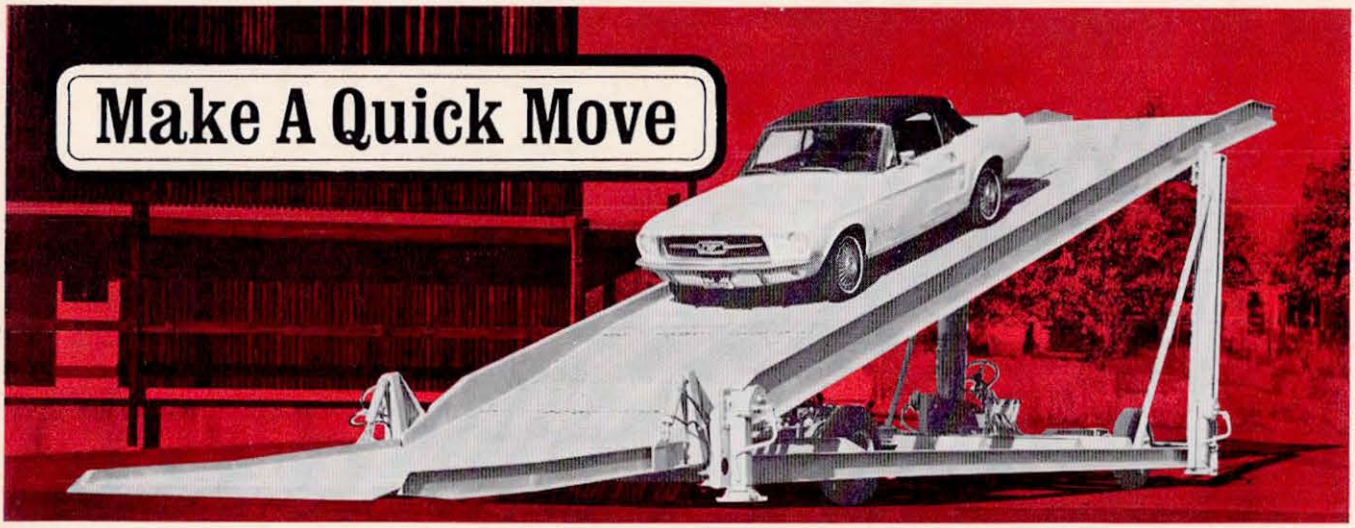
Milton Porter
L. B. Foster

J. C. Cosgrove
RMC

Milton Porter, executive vice president, **L. B. Foster Co.,** Pittsburgh, has been elected president and chief executive officer. **B. L. Foster,** former president, has been elected board chairman, and **R. A. Foster,** former board chairman, has been elected vice chairman of the board.

J. C. Cosgrove, vice president—engineering and production, **Railway Maintenance Corp.,** Pittsburgh, Pa., elected vice president—marketing, a newly created position.

Gordon R. Lohman, director of research, **AMSTED Research Laboratories,** has been named president, to succeed **James Woodburn.** Mr. Woodburn will continue as a corporate vice president of **AMSTED Industries.** Mr. Lohman's successor is **Ellis J. Zickefoose.**



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Coordinated Shipping Services is our name for the complex business of combining the railroad and the highway in the movement of goods. Ken Heimbach makes it look simple.

He has at his command the versatile and resourceful abilities of Great Northern Railway to handle trailers on flat cars (TOFC to you), trailers on highways and freight cars with proper coordination. He must be able to mix these ingredients to solve the problems common to shippers and consignees.

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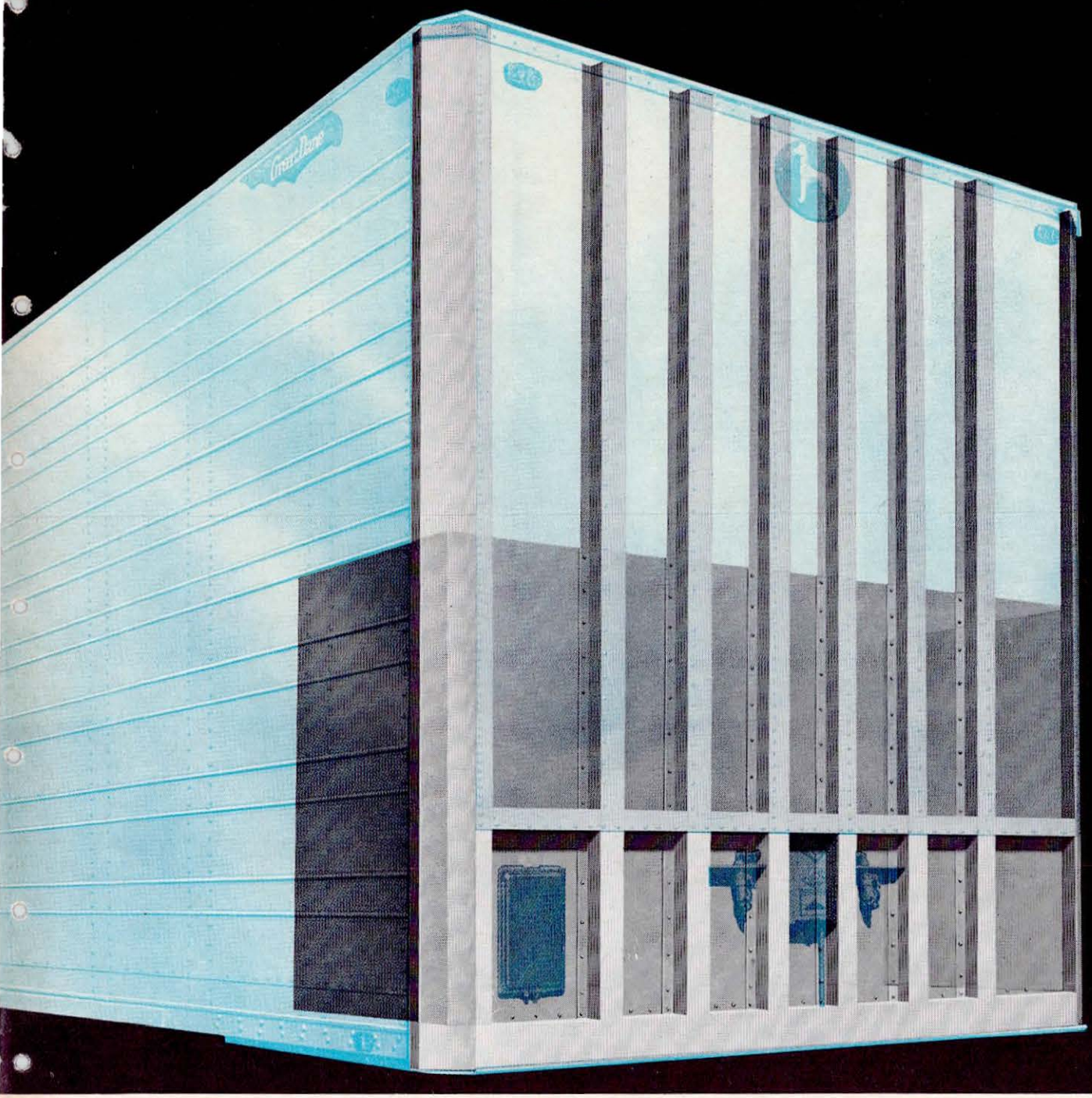

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The entire front end is constructed as a tough, one piece unit. Six heavy duty three inch deep steel hat section posts are the full height of the trailer. Glad hands are fully recessed and protected. Ten-gauge beveled steel front corners offer additional strength while allowing the interior lining to be square inside for maximum cube and cargo area. A four foot high steel interior bulkhead wraps from side post to side post and it is backed up by a ¾" plywood lining.

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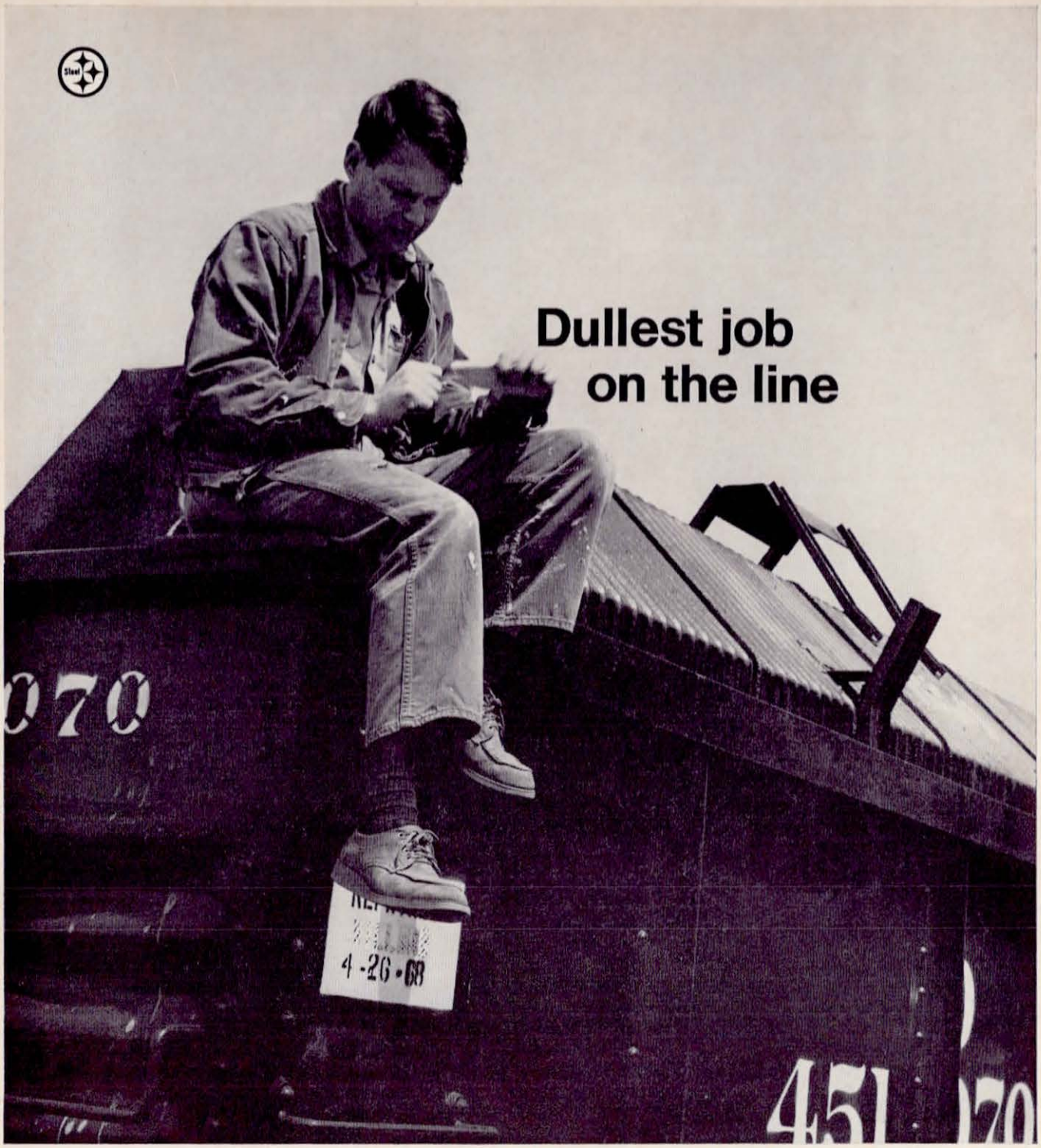

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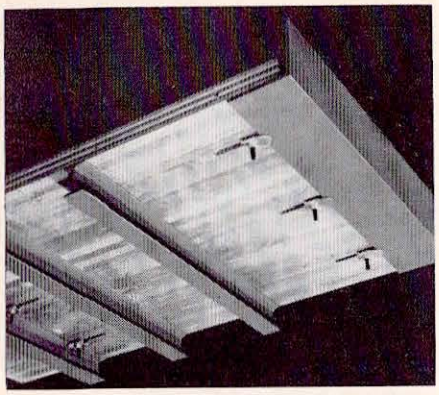
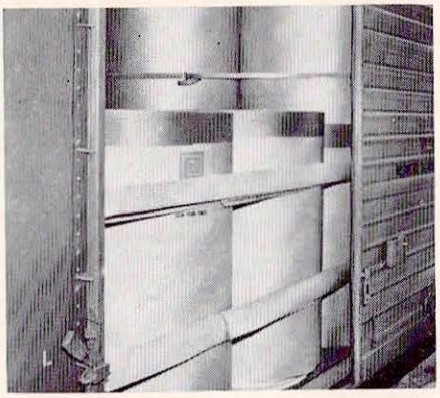
NEW PRODUCTS REPORT



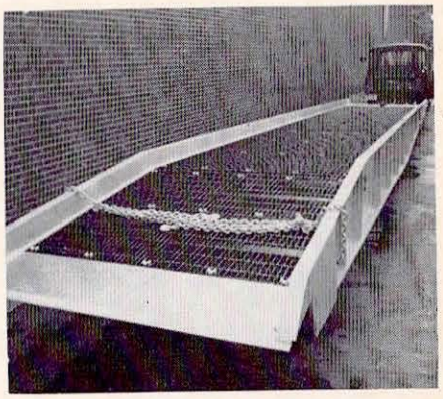
New car flooring (RA-1)

Undercar view above shows application of a new eyebolt principle for hardwood car flooring. It offers substantial economies in installation costs, requires no drilling or countersinking for through bolts. Labor savings alone vary from 8 to 10 hours a car. Use of the principle results in a perfectly smooth top flooring surface with no high bolts or spike heads to damage carton lading. *Doweloc Division-D. B. Frampton & Co.*



Plastic strapping (RA-2)

Polypropylene strapping increases carloading speed and minimizes damage sustained by 30- to 44-in.-diameter Price newsprint rolls when cars are humped during coupling and uncoupling operations. The 1¼- x 0.035-in. plastic material weighs about 8 lb per 500-ft coil. One man can carry the coil into the car for use without precutting. Only one tool is needed to tension and cut the straps which are closed with single-piece steel buckles. *FMC Corp.*



Yard ramp (RA-3

The Mobile Yard Ramp is now available with coil-spring suspension and pneumatic tires for safer towing over rough terrain and highway towing to a distant job. Ramp provides convenient loading facilities for truck and rail freight movement where no dock exists; increases capacity where stationary dock facilities are inadequate. Hydraulic lift adjusts top end of ramp to level with wide range of carrier loading heights. *Copperloy Corp.*

Corrosion resister (RA-4)

A new process, called Eber-Guard, that triples corrosion resistance of vehicle body hardware, has been announced. According to the manufacturer, the new process was tested against cadmium and hot-dip zinc finishes. It outperformed each to the same degree. Plans call for Eber-Guard to be put in production on a limited number of container and trailer parts, with the entire line of the maker's parts soon to be protected by the process. *Eberhard Mfg. Co.*

Waterproof light (RA-6)

The Adjusco dock light is listed under the re-examination service of Underwriters Laboratories for indoor use. It is fully grounded and safe for use in wet locations where other lights would be hazardous, according to the manufacturer. It can be mounted anywhere on any convenient surface at any angle and in any direction. The fixture is adjustable at the base, the arms, and at the reflector. *Adjustable Fixture Co.*

Automatic coupler (RA-5)

Based on the standard Type E coupler but with significant mechanical changes, the Compatimatic automatically opens and remains always prepared to couple. Increased gathering range contributes to the automatic operation. It is said to fit any car without alteration and to couple with every standard freight coupler in use in the U.S. today with efficiency and increased safety. *National Castings Division, Midland-Ross Corp.*

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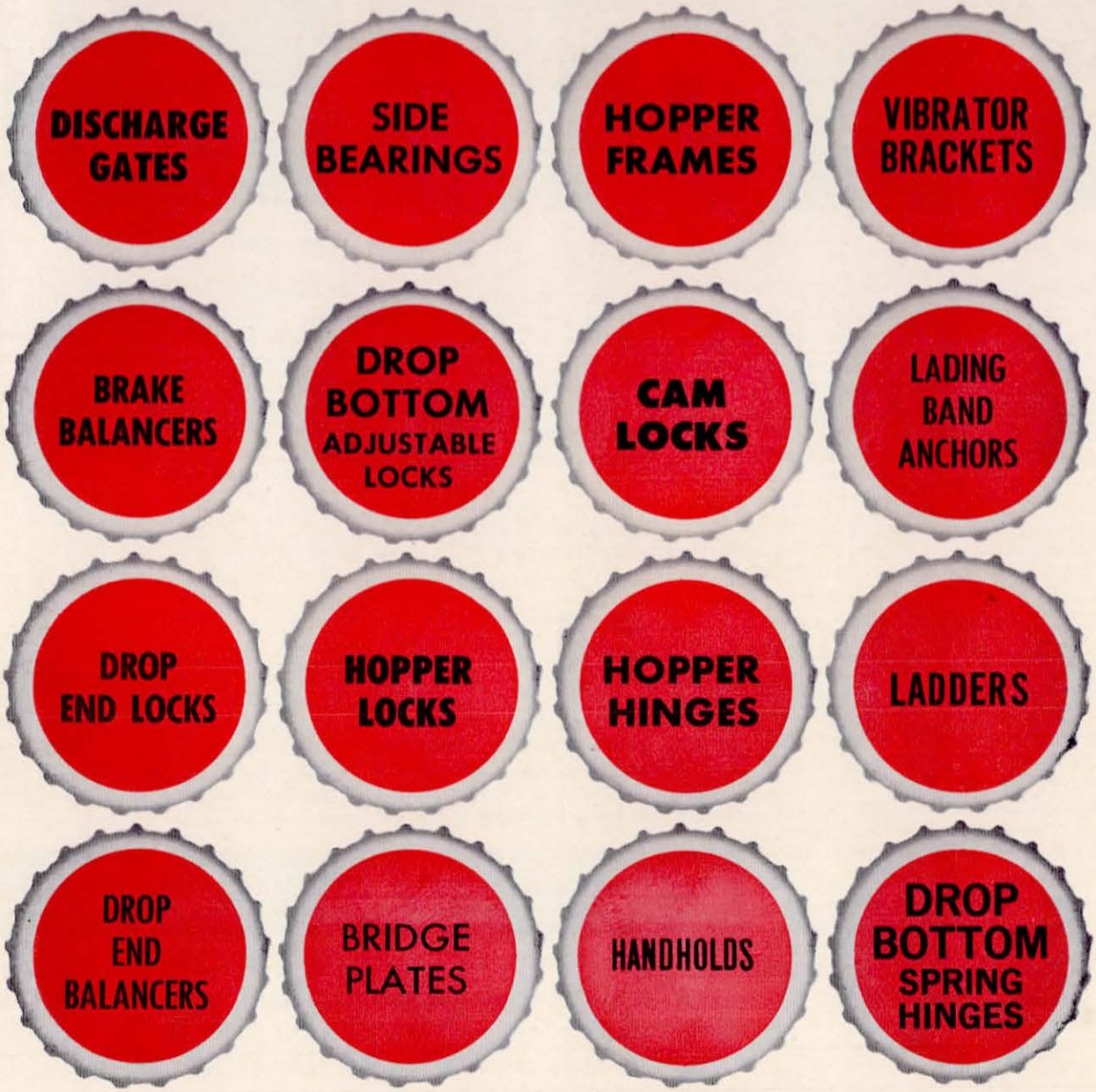

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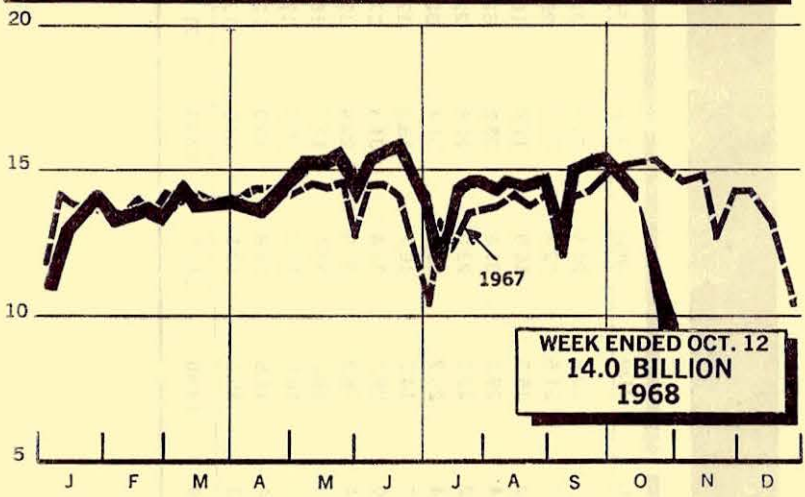

Source: Association of American Railroads

SHIPPERS ADVISORY BOARDS CARLOADINGS FORECASTS COMPARED WITH THE ACTUAL LOADINGS

	Estimated loadings	Actual loadings	Per cent of overestimate
1927 to 1967*	1,041,391,887	1,005,057,004	3.5
1967:			
First quarter	6,268,997	6,047,461	3.5
Second quarter	6,958,249	6,572,644	5.5
Third quarter	6,895,724	6,316,053	8.4
Fourth quarter	6,765,530	6,537,103	3.4
Total 1967	26,888,500	25,473,261	5.3
Total (40 years, 1927-1967*)	1,068,280,387	1,030,530,265	3.5

*Not including 1964, for which year no accuracy statements have been issued.
Source: National Association of Shippers Advisory Boards.

Current Statistics

Net income, Class I roads	
Six months, 1968	$284,000,000
Six months, 1967	$265,000,000
New freight cars on order	
Sept. 1, 1968	16,256
Sept. 1, 1967	26,122
New freight cars delivered	
8 months, 1968	38,614
8 months, 1967	60,189
Serviceable cars	
Sept. 1, 1968	1,388,680
Sept. 1, 1967	1,413,272

DETENTION OF FREIGHT CARS BY RECEIVERS*

SHIPPERS ADVISORY BOARD	1967				1968							
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.
Allegheny	15.1	15.9	16.1	16.9	20.7	23.9	23.3	19.2	20.4	21.6	21.8	22.3
Atlantic States	21.7	24.9	24.8	24.9	26.8	27.3	23.4	22.7	21.5	22.8	24.8	23.8
Central Western	14.3	13.9	15.5	17.2	17.9	16.3	14.6	16.8	15.3	16.9	17.6	16.3
Great Lakes	28.9	29.4	29.8	28.7	33.1	32.1	30.0	31.4	29.1	31.6	33.2	32.5
Mid-West	23.0	23.2	23.1	23.3	23.8	23.6	23.4	23.2	23.1	23.0	22.6	22.7
New England	22.7	27.1	27.5	26.0	31.8	30.7	28.3	30.4	25.7	26.2	31.4	32.1
Northwest	21.5	22.7	20.2	15.8	17.0	14.0	14.0	12.7	14.3	16.2	15.0	17.0
Ohio Valley	27.3	28.7	29.6	28.9	29.1	30.9	29.2	29.0	28.4	34.4	34.3	37.4
Pacific Coast	18.7	21.8	20.4	18.9	19.7	18.0	20.1	18.4	18.2	20.0	20.4	17.0
Pacific Northwest	17.9	21.0	19.2	16.2	17.3	17.5	14.6	14.9	18.8	17.1	17.2	16.6
Southeast	16.0	17.6	18.3	16.3	18.6	18.2	18.5	21.4	18.5	18.8	20.7	19.8
Southwest	10.9	10.9	10.9	11.0	11.1	11.5	11.8	11.4	11.5	11.8	13.0	12.1
Trans-Missouri-Kansas	19.2	16.9	18.9	19.2	18.3	16.4	17.5	22.3	15.6	19.1	18.0	19.7
TOTAL	19.53	20.57	20.88	20.09	21.76	21.80	20.71	21.28	19.86	21.21	22.74	21.47

*Average percentage of cars checked at destination held for unloading beyond free time of 48 hours as related to total cars on hand as shown by weekly reports of railroad freight agents. The average percentage figures shown reflect performance under widely varying conditions and are not necessarily comparable between Board territories.

Source: National Association of Shippers Advisory Boards.

MARKET OUTLOOK

CARLOADINGS

Loadings of revenue freight in the week ended Oct. 24 totaled 561,854 cars, the Association of American Railroads announced on Oct. 25. This was an increase of 30,750 cars, or 5.8%, compared with the previous week; a decrease of 28,029 cars, or 4.8%, compared with the corresponding week last year; and a decrease of 62,063 cars, or 9.9%, compared with the equivalent 1966 week. Ton-miles generated by carloadings in the week ended Oct. 19 are estimated at 14.9 billion, a decrease of 2.1% below the corresponding week of 1967, and 4.2% below the 1966 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Oct. 19

District	1968	1967	1966
Eastern including Allegheny and Pocahontas	200,177	225,361	249,080
Southern	122,903	119,357	115,133
Total Eastern and Southern Districts	323,080	344,718	364,213
Northwestern	76,414	85,648	92,035
Central Western	120,966	118,396	125,382
Southwestern	41,394	41,121	42,287
Total Western Districts	238,774	245,165	259,704
Total All Roads	561,854	589,883	623,917
Commodities:			
Grain and Grain Products	50,909	50,552	55,167
Livestock	3,145	3,900	5,266
Coal	75,067	107,768	121,007
Coke	6,972	7,200	8,229
Forest Products	45,099	40,346	36,985
Ore	36,397	40,259	50,957
Merchandise l.c.l.	4,309	4,576	6,696
Miscellaneous	339,956	335,282	339,630
Oct. 19	561,854	589,883	623,917
Oct. 12	531,104	583,993	636,542
Oct. 5	568,397	582,619	621,031
Sept. 28	593,379	585,673	613,394
Sept. 21	588,625	569,303	611,602
Cumulative total, 42 weeks	22,804,227	22,735,794	24,022,171
Estimated revenue ton-miles (billions) 42 weeks	601.4	581.2	599.0

PIGGYBACK CARLOADINGS

U. S. piggyback loadings for the week ended Oct. 12 totaled 28,568 cars, carrying 47,050 trailers, compared with 24,667 cars, carrying 40,871 trailers, in the corresponding 1967 week. Loadings for 1968 up to Oct. 12 totaled 1,053,291 cars, carrying 1,714,743 trailers, compared with 942,112 cars, carrying 1,549,487 trailers, in the corresponding period of 1967.

NEW EQUIPMENT

• *Louisville & Nashville.*—Has authorized purchase of new locomotives and freight cars and a freight-car-rebuilding program at an approximate cost of $19 million. The new locomotives will include 19 six-axle diesels to replace 23 older units being retired. The rolling stock will include 400 70-ton box cars, 300 of which will be equipped with cushion underframes. The rebuilding program of 700 cars, to be done at the L&N car shop in South Louisville, Ky., includes conversion of 400 40-ft box cars to 50-ft box cars, and the rebuilding of 200 50-ft and 100 40-ft cars. All cars, new and rebuilt, will be equipped with damage-prevention devices.

• *Norfolk & Western.*—Announced a $78-million equipment acquisition program for 1969, one of the largest in N&W history. The road's Roanoke shop will build 2,500 100-ton open-top hoppers for coal traffic. To be ordered will be 269 60-ft, 100-ton cushioned box cars for automotive parts service; 1,000 100-ton jumbo covered hopper cars; 1,000 50-ft, 70-ton cushioned box cars with double doors for general service; and 1,500 40-ft trailers for piggyback service.

• *Southern.*—Ordered for early 1969 delivery 600 100-ton steel covered hopper cars from ACF, 600 100-ton, 3,600-cu-ft open-top hopper cars from Greenville Steel Car, 500 70-ton gondola cars from Pullman-Standard, and 1,400 units of rail-highway equipment at a total cost of $26 million to bring 1968 orders to $104 million.

SPECIAL

• *White Pass & Yukon.*—Has announced a $19.9-million expansion program. The program includes $5 million for rolling stock, trucks and containers; $1.6 million for rail and road improvements; $6.2 million for a new ship, and $7.1 million for improvements at Skagway, Alaska, and at Whitehorse, Yukon. About $5.2 million for the expansion program would be realized from a proposed offering of 500,000 shares of a new issue of first preferred stock. Stockholders are to vote Oct. 28 on a 2-for-1 split of the company's common stock and the creation of the new issue of first preferred stock.

TRANSIT

• *PATH.*—Award of the first construction contract for the $45-million PATH Journal Square Transportation Center project in Jersey City, N.J., has been announced. Work on the project is scheduled to begin this month. The $247,000 contract was awarded to the Railroad Construction Co., Paterson, N.J. It covers work at the track level near the present Journal Square Station and also provides for construction of a track material storage and transfer facility at Waldo Yard, east of the station. Work will take about six months to complete.

YOU OUGHT TO KNOW

CTA employees aim high with new demands

Nobody could accuse Chicago Transit Authority's operating unions of lacking ambition: Demands filed by the organizations representing bus drivers and subway-elevated employees call for wage increases of 40% to 50%. It's estimated that such a wage boost alone would increase CTA payrolls by $50 million a year —and the unions are also demanding fringe-benefit improvements and changes in working conditions.

Highway volume rises 5.8% over last year

Intercity truck tonnage in the week ended Oct. 12 was 5.8% above the volume in the corresponding week of 1967, according to American Trucking Associations. Tonnage was 2.6% below that of the previous week this year. Taking the period 1957-59 as 100, the index of truck tonnage for the week ended Oct. 12 was 138, compared with 130 for the corresponding 1967 week.

Railroads need "sense of style," says Fishwick

John P. Fishwick, chairman and chief executive officer of the Erie Lackawanna, addressed the Silver Anniversary meeting of the American Council of Railroad Women at Cleveland Oct. 19. Said Fishwick: "What the railroads in this country need, in the language of the ladies, is a good comb-out. . . . Railroads have been a generation of bellyachers." He said railroads must get across to the public that they have "a sense of style," and added: "If we have larger companies utilizing all the important tools of modern business, this sense of style can be provided."

Bigger Federal share for Chicago transit

Federal participation in Chicago's $49.5-million rapid transit improvement program was boosted to two-thirds of the total cost with announcement by the Department of Transportation's Urban Mass Transportation Administration that another $8.24 million in supplemental capital grants had been made to the nation's second largest city. The additional grants are for the 9.5-mile transit line now under construction in the median strip of the Dan Ryan Expressway, and for the purchase of 150 rapid transit cars.

PC to expand unit-train operation

Some 83 million tons of coal will be hauled 210 miles over Penn Central lines to satisfy fuel needs through the year 2000 of a new 1,530,000-kw generating station under construction for Pennsylvania Power & Light Co. in Montour County, Pa. The coal, from a new mine near Barnesboro, Pa., will be transported in unit trains owned by PP&L, which already owns four PC-operated unit trains. Orders for 262 new cars, to be owned by PP&L, will be placed later. A.P. Funkhouser, PC vice president-coal and ore traffic, said long-term contracts have been signed with PP&L providing for the new service to start in 1971 and grow to 4.2 million tons yearly by 1975.

NASAB selects L. K. Mathews as president

The new president of the National Association of Shippers Advisory Boards, elected at NASAB's annual meeting in Las Vegas Oct. 15-17, is Lee K. Mathews, general traffic manager of the Missouri Portland Cement Co., St. Louis. He succeeds Rolland R. Wages, director of traffic for the Northern Natural Gas Co., Omaha. Other new officers: first vice president, Allen K. Penttila, director of traffic and transportation, Evans Products Co., Portland, Ore.; second vice president, J. Robert Morton, director of traffic and transportation, Combustion Engineering, Inc., Windsor, Conn.; and secretary, J. Lucian Gilbert, director of trade development for the Port of Tampa.

Barriers to container growth called institutional

Technology bred the container revolution, but technology can't dent the revolution's toughest deterrents—fear, habit, custom and self-interest. These barriers to the container advance are institutional, not technological—the products of time, tradition and prejudice that government and industry must attack together. The chief government ploy is the proposed Trade Simplification Act designed to pull the knots from international movements.

That was the gist of an address by Alan S. Boyd, Secretary of Transportation, at the Eugene F. Ryan Award Dinner in Washington, D. C., Oct. 22. Boyd received the first Ryan Award honoring individual contribution to intermodal transport. The award is sponsored by Rail-Trailer Co. of Chicago, a TOFC-COFC pioneer firm.

● **Advantages offset.** "The container has given us the potential for packing various kinds of cargoes at inland cities for through, undisturbed shipment for long distances. The container technology has eliminated any requirement that the contents be handled en route. Yet a prospective American shipper is faced with an array of requirements and circumstances which seem designed to offset the advantages of this new technology," Boyd said. The array includes multi-factor through rates (one rate for each mode involved), surface tariffs set on a weight basis while water tariffs are based on measurement, and complex and voluminous bills of lading.

● **What the act would do.** The Trade Simplification Act would:

—Permit publication of through, single-factor tariffs by cooperating modes.

—Soften the reservations regulatory agencies may have about their power to accept intermodal tariffs for filing.

—Eliminate chaos by promoting uniform commodity codes.

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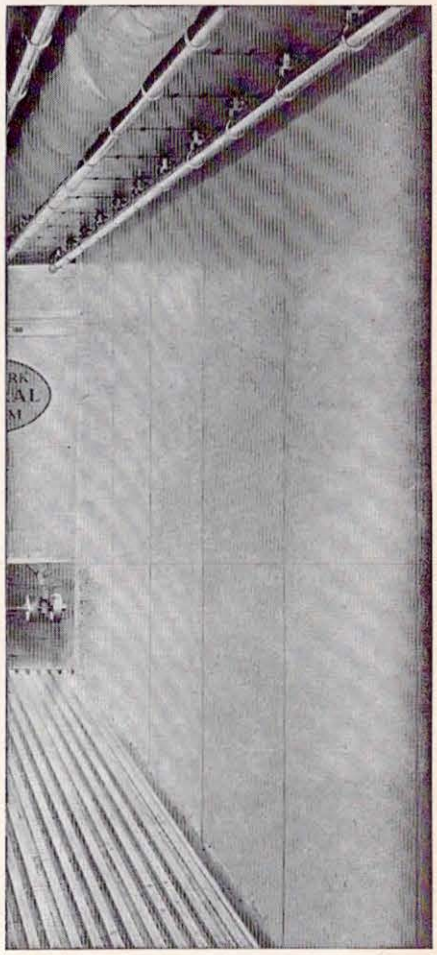

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—Permit carriers to interchange equipment.

—Provide impetus for carriers to assume full responsibility for loss or damage under uniform liability rules.

"Certain basic premises about the bill need emphasizing. It permits a voluntary approach. Carriers and shippers would be permitted to establish and to use joint rates and through routes. They would also be permitted —not required—to devise simplified, through bills of lading. In the same vein, no new type of carrier would be created or certificated by the bill. All existing types of carriers would be free to enter into joint rates with all other types of carriers," Boyd said.

• **No federal stretch.** No extension of Federal control over transportation would follow from the Act. Rather, the proposal should make statutes more responsive to carrier initiative and current transport needs, Boyd said, adding:

"It is, in sum, a shipper's bill—a bill designed to help the shipper by enabling carriers to provide better international service to their shipper customers."

The Act would be a step toward the rudiments of true intermodality. A balanced transport system is needed for domestic as much as for international trade. The American transportation system, "undoubtedly the most complex and least integrated in the world," faces demands that could bring it to the collapse point, Boyd warned. "In fact, if the demand for transportation continues to match America's economic growth, we will have to double in less than two decades the capacity of a system that has taken the lifetime of a nation to build."

Boyd's predictions for 1975 went like this: commercial air travel up 300%, auto traffic up 40%, trucks carrying 50% more than the current 400 million ton-miles, and railroads carrying one trillion ton-miles compared with their current 750 billion each year.

• **Systems approach needed.** What's needed is a highly sophisticated systems approach to find out what the nation's transport needs and desires really are —coupled with the "courage to implement them."

• **Ryan piggyback leader.** Boyd praised Eugene F. Ryan, Rail-Trailer founder and chairman, for pioneer efforts in the piggyback field. "He went out to sell the idea of piggyback transportation. And, as he puts it, he was thrown out of all the best offices in town. He was, moreover, frequently met with valid specific objections of feasibility. To overcome these, he had to go home and invent new systems. But gradually his persistence paid off and we have today, in successful operation, a valid intermodal rail and trailer operation," Boyd said. ■

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VIEWPOINT

A deathblow to wildcat strikes on railroads?

Because a railroad refused to back down, and because a federal judge insisted upon respect for the law, the wildcat strike may become a less-popular form of protest.

In the aftermath of an unauthorized strike by yardmen in the Toledo area, 38 employees of Chesapeake & Ohio have been discharged as a result of disciplinary action taken under the collective-bargaining agreement between the carrier and the Brotherhood of Railroad Trainmen. Nineteen of these men have also been lectured, fined and placed on probation in U.S. District Court because they ignored a restraining order obtained by C&O in an effort to end the wildcat.

C&O's reaction to the walkout is significant in itself. It indicates a determination to insist upon responsibility. It does not follow the "boys will be boys" pattern, in which all is forgiven and forgotten once an illegal work-stoppage ends.

The comments made to the 19 defendants in federal court are also well worth noting. They came after defense counsel entered a no-contest plea. They were made by G. E. Kalbfleisch, chief judge of U.S. District Court for the Northern District of Ohio, Eastern Division. He had this to say:

> **"In order that we do have an organized society controlled by law, we have to operate under rules. I have to. The fact that I am here in a black robe as a judge doesn't mean I can do as I please. . . . You will have no government, you will have no protection, if the orders of this Court are not obeyed. If this Court's order is not obeyed, in God's name, men, where is anybody to look. Where are you to look? You can't go on muscle alone. . . .**
> **"What I am about to do, I am doing honestly, as what I think is an appropriate punishment for what you did. But it has another purpose. And that is to warn all others similarly inclined that their recourse is to come to court . . . and tell the court why it is wrong, why the restraining order or the injunction should be dissolved—not to defy the only authority that can save you when you need it. . . .**
> **"This is a court. This is your last resort. If you spit on it, you have put your lives and every one of your dear loved ones in jeopardy. That's what you have done. . . ."**

Perhaps the irony is that the wildcat strikers were not striking because of any real grievance with C&O. They were protesting, apparently, because they did not approve of the wage settlement negotiated by their union and approved overwhelmingly by BRT general chairmen.

Thirty-eight men were fired. Nineteen were fined $300 (of which $275 was suspended) and placed on two years' probation. They lost jobs, they lost seniority. They wound up in court. Probably none of them thought it would end up that way. Their counsel emphasized the technical nature of their violation. In asking for leniency, he cited their dismissal: "They have paid dearly, they have paid handsomely, they have paid in a way that no criminal statute, outside the context of a labor-management problem, would have required them to pay."

Perhaps this action, by one judge in one court at the lowest level of the federal judiciary, qualifies as a landmark decision, and perhaps it doesn't. In any event, its import should be made known in the industry—as widely as possible.

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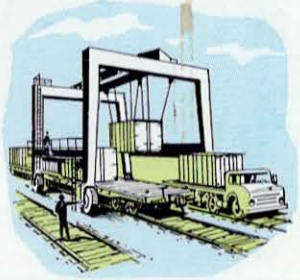

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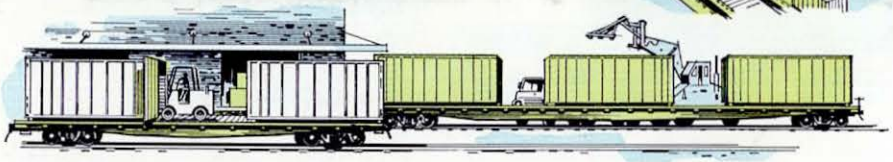
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